A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 12, 1963

Business Bulletins *from around the world*

AUSTRALIA—Government's export incentive plan is extended for 5 years from June 30, 1963. First introduced in July 1961, scheme provides special rebates on payroll tax, graded on a company's increases in exports, and income-tax concessions for expenses connected with finding and developing overseas markets. Rebates for fiscal 1963 were $7.2 million.

Pickards Mather and Co. of Cleveland, Ohio, to spend at least $450,000 in next 2 years on search for minerals in Kimberley district of northwest Western Australia. Company, granted two special reserves by Western Australian Government totaling 30,000 square miles, plans to use chemico-geological methods new to Western Australia and to work in area never properly explored for minerals.

BELGIUM—Coal-mine closures to continue for some marginal mines in 1963 because of inability to compete in open market of European Coal and Steel Community.

Senate overwhelmingly approves Economic Expansion Program setting 1962-65 targets.

CAMEROON—Direct radiotelephonic service established between Douala and these capitals: Paris, Fort Lamy, Tananarive, Libreville, Ouagadougou, Dakar, and Abidjan.

CEYLON—Construction to begin shortly at Atawillu on cement plant with annual capacity of 200,000 tons, more than doubling 80,000 tons now produced at existing plant at Kankasanturai and nearly equalling current annual imports of around 210,000 tons.

COLOMBIA—Official of Dow Chemical Co. has informed U.S. Embassy that Dow will invest about $25 million in new plant to produce polystyrene, not previously produced in Colombia. Company plans annual production of 6,600,000 lbs.

FRANCE—Minnesota de France, French subsidiary of Minnesota Mining & Manufacturing Co., acquires controlling interest in Bauchet & Cie., manufacturers of photographic film and paper.

General American Transportation Corporation (Chicago) sets up General American International, Paris, to take care of its European business in transportation, materials-handling and processing equipment. Chicago firm already controls Paris manufacturer of materials-mixing and transport equipment.

Velan Valve Corporation, Plattsburg, N. Y., establishes Velan France, Paris, to distribute taps, valves, and other plumbing fixtures.

ITALY—Pirelli combine, with another Italian corporation, sets up new firm, MECA, to build cable-producing plant in south. Operations to begin at end of 1964 with staff of about 300 workers. Pirelli group also to build plant at Sedico (Belluno province) to make machinery for Pirelli plants in Italy and abroad. Pirelli Sint, another new company, to build plant at Sessa Aurunca (Caserta province) to make adhesive tape. Production scheduled to start second half of 1964.

IVORY COAST—Societe Africaine d'Editions et de Publicite (S.A.E.P.) of Abidjan reported ready to undertake marketing surveys.

LIBYA—External trade statistics for first quarter 1963 reveal very substantial increase in foreign trade, in particular, with United States. Imports from U.S. for first 3 months exceeded $11 million (1962 : $6.4 million) while exports to U.S. were $5.6 million (1962 : nil). Total Libyan imports for quarter were $54.9 million (1962 : $39.8 million) while exports, thanks to oil shipments, totaled $66.9 million (1962 : $12.3 million).

MALAGASY—Agreement signed by French subsidiary of American paper firm, Parsons & Whittemore, calling for initial investment of $6 million for constructing wood-pulp mill, paper mill, and factory for transforming paper into various end-products usable in Malagasy and nearby islands. Complex to be in operation by 1965 and production to cover 85% of Malagasy's paper and cardboard needs.

MALAYA FEDERATION—Prime Minister's office issues directive to all Government ministries and departments requiring purchase of locally manufactured goods so long as cost is not more than 5% higher than that of similar foreign-made products. Purpose is to boost consumption of local products, encourage industrialization, and conserve foreign exchange.

MOROCCO—Beth Refinery, sugar-extraction plant operating near Sidi Slimane in Rharb region, built by Polish firm. Plant to process 70 to 80,000 tons of sugar beets. Plans going forward for constructing second sugar-extraction mill in Tadla region.

PHILIPPINES—In recent speech to American Chamber of Commerce, President Macapagal again underlined need for foreign—particularly American—investment in joint ventures to promote socio-economic growth of Philippines. He said his Government is pledged to implement "policies and measures to provide guarantees to foreign investors in particular lines of investments, principally mineral exploration and heavy industries such as iron and steel and basic chemicals, together with an official declaration of preference for joint international business ventures with substantial Filipino capital and management participation."

SWITZERLAND—Aluminum consumption increased 13% in 1962 over 1961, totalling 60,500 metric tons (about 24 lbs. per capita). Building trade and engineering industry consume more than 40% of total.

To relieve newsprint shortage, Government temporarily reduces import duty from 20 Swiss Francs ($4.60) to 4 (92¢) per 100 kilos. Tariff quota, for which new rate will apply, fixed at 17,000 metric tons.

UNITED KINGDOM — Effective July 1, import duty rate applicable to U.S. on automobiles, parts and accessories was reduced from 27-3/5% to 25-1/5%.

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the cover

Leaving U.S. shores on its way to Nairobi, Kenya, this Tools for Freedom cargo is observed boarding ship by officials of Associated Industries of Massachusetts, the first association to participate in the program. Shipment is bound for Starehe Boys Center in Nairobi, and will be used in technical training program. See pages 2-3.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

August 12, 1963 — Volume 69, Number 32

Special Reports

Tools for Freedom breaks ice
Pages 2-3

Small firm builds leasing network
Pages 6-8

FEATURES

4 Prosperity 'spies' offer tips for exporters
5 Exporter uses unique rig for Costa Rican job
9 'E' winner's story reads like Horatio Alger chronicle

TRADE FAIRS AND CENTER

11 U.S. firms asked to exhibit at furniture fair in Cologne
12 Food processing, vending machinery fair set in Amsterdam

WORLDWIDE BUSINESS OUTLOOK

13 Brazilian economy continues mild recovery
14 U.S. Embassy clarifies Dominican documentation requirements

U.S. GOVERNMENT ACTIONS

15 AID procurement in U.S. over $1 billion in fiscal 1963

FOREIGN GOVERNMENT ACTIONS

16 Turkey retains import program curbs
17 Bonn revises rules for duty-free imports by U.S. forces

INVESTMENT OPPORTUNITIES

18 Joint ventures sought by Indian firms
19 European, Japanese firms seek U.S. assistance

WORLD TRADE OPPORTUNITIES

20 Several projects opened abroad for U.S. bidders
21 Leads for exporters
28 International representation
30 New trade lists; leads for importers
31 Visiting buyers and officials; additional projects opened

New Books and Reports, page 32

Tool-up aid goes overseas

U.S. free enterprise cooperates to provide 'Tools for Freedom'

Ice-breakers are not listed among the $1.9 million worth of tools and machinery shipped by Tools for Freedom to Africa, Asia, and Latin America during the past 3 years, but one effect of the program has been to "break the ice" for increased sales in those areas of U.S.-made equipment.

Tools for Freedom's President Mansfield D. Sprague, vice-president of the American Machine & Foundry Co., describes the organization's work in these terms:

"It is a double-barreled business program helping both self-help development overseas *and* the U.S. business community here and abroad. It is the contribution by American industry both of new, used, or outdated machinery, equipment, and inventory to qualified technical and vocational schools in the developing countries.

". . . Sixty-eight schools have received major shipments enabling them to double and even triple enrollments and to train effectively large numbers of students where only limited numbers could be accommodated before."

Five-fold aim

In addition to laying the groundwork for more exports to countries familiarized with U.S. products through the program, Tools for Freedom helps to move old machine tools and equipment across our borders, increasing the potentials for domestic sales of new and improved machinery; enables young people abroad to receive training equipping them to lead their countries out of the "underdeveloped" category; enhances the corporate public relations programs of contributing companies; and provides an example to foreign populations of U.S. free enterprise acting to meet the aspirations and needs of people everywhere.

"The simple truth is, you can't sell typewriters or machine tools where people don't know how to run them," Mr. Sprague observes. "On the other hand, every 100 students trained on U.S. equipments represents 100 possible future buyers of U.S. equipment.

"Something often overlooked in many of these countries is that the majority of the people do not like to buy goods that they have not actually touched or manipulated before. The technical schools provide the widest opportunities to introduce American equipment."

Hacksaws to lab equipment

From files and hacksaw blades to lathes, generators, electronic testing machines, printing presses, and laboratory equipment, the items contributed by more than 400 participating companies have been designed to meet almost every conceivable training need of thousands of students in 51 countries. This summer, on the occasion of Tools for Freedom's 70th shipment, President John F. Kennedy observed:

"The United States has the greatest backlog of tools of any place in the world. There is a great need for them in the newly developing countries. If we could put young students together with these tools it would give them an opportunity to understand how industrialization can improve the lives of their people. This is the only way that their lives can be substantially advanced.

"I want to commend the companies involved . . . for taking the leadership in this regard."

Tools for Freedom identifying plate informs world of down-to-earth U.S. friendship

Officers

Among the 30 members of Tools for Freedom's board of trustees is The Honorable Christian A. Herter, the President's Special Representative for Trade Negotiations. Executive committee members, in addition to Mr. Sprague, are: *Executive Vice-President*, Robert Morrow; *Vice-President*, F. Taylor Ostrander, Assistant to the Chairman, American Metal Climax, Inc.; *Secretary*, Robert M. Pennoyer, Patterson, Belknap & Webb; *Treasurer*, Paul E. Wallendorf, Manager (Banking & Corporate Finance), General Electric Co.; Sylvan Barnet, Partner, Barnet & Reef Associates, Inc.; Rowland Burnstan, Industrial Relations Counselors Service, Inc.; Karl G. Harr, President, Aerospace Industries Association; Townsend Hoopes, Partner, Cresap, McCormick & Paget; William H. Lang, Administrative Vice-President and Treasurer, United States Steel Corporation; Waldemar Nielsen, President, African-American Institute; Herbert P. Patterson, Senior Vice-President, Chase Manhattan Bank; and Robert H. Strange, Senior Financial Advisor, Rockefeller Brothers, Inc.

Industry associations backing the program include Associated Industries of Massachusetts, National Machine Tool Builders' Association, Woodworking Machinery Manufacturers' Association, and the American Machine Tool Distributors' Association. Headquarters are at 345 East 47th St., New York, N. Y. 10017.

Inaugurated in Rhode Island in 1960, Tools for Freedom is a non-profit, charitable, scientific and educational corporation organized, sponsored, and administered by the U.S. business community.

Recommended

Overseas training schools benefiting from the program are investigated and recommended by cooperating organizations such as the Pan American Union, African-American Institute, and the Asia Foundation, together with American businessmen or business organizations, U.S. Government agencies, and U.S. voluntary aid agencies such as CARE, American Friends Service Committee, Catholic Relief Services, and Church World Service.

Immediate goal of the program is to

TWENTY-TON BOOST: Acceptance by the Technical Institute of Lahore, Pakistan, of sizable contribution of U.S.-made industrial production equipment is formally marked in ceremony at Brooklyn, New York plant of American Machine & Foundry Co. Left to right are: Shaid Amin, Pakistani vice-consul; Torben Dreyer, AMF divisional vice-president; Ahmed Ali, minister, Pakistani Consulate General, New York; and Mansfield Sprague, president, Tools for Freedom Foundation and AMF vice-president.

give 300,000 students annually a chance to acquire useful skills at schools provided with needed training equipment. Students in Pakistan, the Philippines, Nigeria, Costa Rica, Colombia, and Tunisia are among those attending 53 schools in 17 countries receiving equipment from Tools for Freedom. Initial shipments have led to requests from an additional 340 schools in 56 countries.

Resources

To show that the United States is preeminently qualified to meet the need, Tools for Freedom cites the *American Machinist's* finding ("8th Inventory of Metal-Working Equipment") that there are about 1,750,000 obsolete metal-cutting and metal-forming machine tools in this country (mostly of 1939 design or earlier), and *Steel* magazine's statement that "experts estimate . . . no other country has as much obsolete plant and equipment as the United States—$95 billion worth."

Stockpile

This great stockpile of equipment which is "obsolete" only in a relative sense—from the standpoint of U.S. technology—supplies a vital ingredient for technical training programs in the countries served by Tools for Freedom. Where the price of a micrometer represents a school's equipment budget for one month, the value of the contributed tools and machinery is unmistakable. With such aid, industrially developing countries can begin to supply themselves with critically needed middle-level skilled manpower. As Mr. Sprague points out, the worst shortage is not "of graduate engineers but of the technicians who can maintain power stations or electrify a village, run a sawmill, operate a machine shop, or heat-treat metal."

Priority

Tools for Freedom's list of most-needed equipment is led by machine tools, welding and woodworking equipment, electronic and science apparatus, and printing equipment.

The organization's administrative overhead is described as "modest" and is met by company and foundation contributions. Contributing firms are also asked to make a cash donation of 5 to 10% of the equipment's fair market value, with both equipment and funds contributions tax deductible. This is described as offering "one important added incentive to the American manufacturer to update his equipment because it offers him a favorable tax write-off as well as an immediate use for his outdated equipment."

Shipping

Overseas transportation of the materials is arranged at no cost to participating companies through the cooperation of CARE, various private and U.S. Government agencies, and private shipping lines. Donor companies crate and deliver equipment to the port of embarkation. Trucking firms frequently provide free service.

Tools for Freedom has enlisted major representatives of American free enterprise—acting on the basis of enlightened self-interest—in a significant international good-will program. One index of the contributing companies' enthusiasm is the fact that 30% of them have included new equipment in their shipments.

PL 480 sale to Korea brings loans for U.S. firms

Korea has agreed to buy $8.5 million work of U.S. wheat, barley and grain sorghums under the PL 480 Food for Peace Program. The payment includes the ocean transportation costs of shipping the commodities to Korea. The local currency proceeds from this sale will be used for AID loans to private U.S. and Korean business firms, for common defense, and for various other U.S. uses.

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington, D.C. 20523. Telephone: DUdley 3-8363.

TURKISH GOODYEAR

Goodyear recently dedicated a $13 million plant near Izmit, Turkey. The plant, which was completed in a record 9 months, is Goodyear's 66th manufacturing plant.

Spies for Prosperity

Reprinted by permission from *The Economist*, London, May 11, 1963, at the suggestion of a U.S. Commercial officer overseas, who intimates each case is oddly similar to much of his own correspondence.

From all the complaints made about British exporters, it is remarkable that Britain makes a living at all. What, precisely, are the complaints? Hoping to help by finding out, *The Economist* asked its correspondents round the world to spy for it, and to report on how British business men are doing out there. The first dispatches are beginning to trickle through. They might be felt to lack drama because:

1. It was planned that names would be named. But foreign businessmen are, mostly, unwilling to go that far—however furious they say they are with some of their British counterparts. (Some will name names—when they do, so will we.)
2. Spring is here. Also, exports for the first quarter of 1963 were 3 percent up on those for the last quarter of 1962. Both these things are good, but both might lead the people for whom this report is intended into further complacency. Anyway, here goes:

SWEDEN British sales there in 1961: £141.2 million in 1962: £154.3 million

Our correspondent writes: I cringe at the thought of any British manufacturer attempting to address Swedish customers in their own language. Indeed, some have tried, with grotesque results. . . . Some items he lists:

● A petrochemical plant, Sweden's first, was built with British materials to American specifications. The Americans specified pipes 20 percent to 30 percent heavier than Swedes normally use in similar circumstances. British fittings were excellent and varied; but tailor-made components, like pressure vessels and tanks, cost 25 percent less in Sweden than when bought from British suppliers.

"I suppose . . . we have been whipped along by our high labour costs to find ways of cutting costs all along the line. We have no squabbles with the union, there is no time lost by men hanging around doing nothing while waiting for materials or for some other work to get finished. They do something else in the meanwhile. . . . Most of our cost cutting is done on the drawing table."

● AB Calor & Sjörgen, importer of British valves, finds British firms "civilised, honest and reliable," with delays usually due to causes outside the control of the manufacturer. But when a representative came to Britain to discuss the firm's problems he found "a man drowned in paper and obviously isolated from the plant as well as from the outside world. No wonder we were unable to get any answers to our technical inquiries."

The successor to this man, says AB Calor & Sjörgen, is a young Oxbridge man, a historian and first-rate letter writer who some day may become managing director. "But in the meantime he does not know about the problems of liquid flow, water hammer and so on, or the details of the numerous applications of these interesting valves."

And the main complaint, judged in Stockholm "rather funny in its Freudian overtones," is: "Our Oxbridge friend, like many others in British business we have found, seems incapable of remembering to include an Efta certificate of origin in the shipping documents."

● Another firm said that Swedish importers with close relations with British firms "have the impression that the best staff is not employed in the export departments . . . it is a common experience in Swedish industry that similar technical inquiries to a German firm will trigger action involving sending up one or several men authorised to thresh out the problems on the spot."

But this firm might be fussy. It also complained that "far too many . . . badly dressed and unkempt men . . . walk into an office with snow and slush on their shoes which will melt into a dirty pool of water on the light carpet covering the floor." So, for future British salesmen going to Sweden; take a clean shirt, and wipe your feet (or better still, wear overshoes). Also, refrain from remarks about Swedish roadsweeping.

JAPAN British sales there in 1961: £39.2 million in 1962: £53.2 million

"Broadly speaking," writes our correspondent, "British manufacturers have achieved an excellent reputation in Japan for high quality and dependability." But:

● A recent shipment of machinery, worth about £500,000, arrived late. It was impossible to read the instructions because they were in ink outside the packages. The packages got damp on the way, and the ink smeared. (But now the machines are running well.)

● Too many British businessmen come to Japan as tourists, with their wives, and hope to do deals in their spare time. They lose patience when they find top Japanese executives too busy to see them at short notice.

● A few British exporters quote home, or retail, prices. They sometimes pass their own wage increases on, startling Japanese buyers who had expected the old, lower price.

● But the British are ahead of other European exporters in their reputation for loyalty to their agents.

AUSTRIA British sales there in 1961: £21.9 million in 1962: £24.6 million

Our correspondent did us proud. Out of many pages of recorded complaints we have selected:

● A customer ordered a British car in white. It was promised, but never delivered.

● An Austrian manufacturer wrote to England asking for 12 to 15 million schillings' worth of carbon rods for dry batteries. The reply came on half a sheet of paper, stating that the manufacturer had capacity orders for 1963, but would be pleased to consider the order in the light of prospective commitments for 1964.

● Another firm wanted 170 tons of manganese dioxide. The British company sent a list of available chemicals, adding that manganese dioxide could not be supplied. But there on the list stand the words "manganese dioxide."

● One import agent reports that 97 percent of deliveries to him from British firms are late, by weeks or even months.

● Many British firms still quote in £ s. d. instead of schillings. They often leave to the buyer the chore of working out cost of transport to Austria. German firms quote to the Austrian border.

● A year ago an Austrian manufacturer asked a visiting British export manager for 20 samples of radio and television components to be sent for trial. The order envisaged was worth about £50,000 per year. The samples never arrived. A German, they say in Vienna, would have sent a representative with the samples within 48 hours.

● British business men who do turn up in Austria are rarely able to speak German, says our correspondent. And they have seldom done their homework on the Austrian market.

● Every single person interviewed said that the fault lay in the old British habit of regarding all foreigners as inferior. This is not seen as a conscious thought, but as an ingrained British habit of mind. One import agent told our correspondent that whenever he received prompt attention from Britain, it turned out that an émigré from the Continent was responsible.

S. AFRICA British sales there in 1961: £146.9 million in 1962: £146.4 million

Our correspondent found "more bouquets than brickbats," and a long history of well-cemented personal relationships between South African and British businessmen. The brickbats:

● The director of a wire-rope factory said he was forced to buy machinery from Italy because British delivery periods vary from 10 to 18 months. But Continental prices were higher, he said.

● Stated delivery times are almost always overrun by two or three months, according to those interviewed (and our correspondent appends a list of prominent Johannesburg names). The feeling aroused was mild annoyance.

● A chain department store has had to turn elsewhere, since British pottery makers take so long—up to a year—to deliver. "We could sell much more if delivery times were shorter," he said.

● A brickbat for *The Economist*. The president of the Johannesburg Afrikaans chamber of commerce, Mr. de Necker, refused to talk to our correspondent because he was firmly convinced that whatever he said would "be turned against the Afrikaner."

●

A correspondent in France complains that his eight-year-old export Hillman has Fahrenheit temperature gauges. The Rootes Group says this has been changed. The car's instruction book is in French. But it is a translation of the English book, and it is in the English, not the French, alphabetical order. "So to find *'freins'* you don't look under 'F' but under 'B,' because the English for *'freins'* is 'brakes,'" writes our correspondent. The Rootes Group is looking into that one.

●

Finally (for the moment) there is an item from a letter that came, quite by coincidence, from a reader, Mr. L. W. Waterman. He is an "international development consultant" and says, among many others things: "A colleague from Pakistan placed a large order for engineering equipment in Britain for which he was paid a normal commission. He secured a second order for the same company, but this time the directors said they would not pay commission, they could do the business direct. Result, the order was given to Japan."

If further despatches on the above lines seem worth it, we shall present further installments of "Spies for Prosperity" later.

Exporter uses unique rig

U.S. firm's 'super-piggy-back' vessel specially built for Costa Rican job

Five barges and ten ammonia tanks sit atop a large tow in a "super piggy-back" arrangement designed by a New Orleans firm whose specialty is the unusual. In this case the unique export item was contrived with the help of suppliers from 40 states.

The "piggy-back" tow, which makes possible easy transport of materials at a fertilizer project in Costa Rica, is the product of Equitable Equipment Co., Inc.

It was built for C & I/Girdler International, Ltd., of Nassau, Bahamas, designer and erecter of the New Fertica fertilizer project at Puntarenas, Costa Rica, where the barges and tanks are now in service.

Five plus ten

The "super" tow consists of five hopper-type barges and ten anhydrous ammonia tanks which can be lifted out easily when the occasion arises.

Four barges are placed "piggy-back" on the carrier tow; the fifth is stowed high above in "super piggy-back" fashion. Six of the ammonia tanks are placed in the exposed hoppers and the remaining four on deck space of the carrier.

In designing the tow, Equitable considered an arrangement which would afford minimum weight and draft carrying the maximum cargo including the ammonia tanks.

Long trip

A difficulty involved was the transport of raw materials coming into the Port of Puntarenas, as well as getting the equipment over the 2000-mile trip to Puntarenas including passage through the Panama Canal.

Each barge in operation is propelled by two Schottel Navigators powered by 60 hp. Deutz air-cooled diesel engines. These Schottel units were built in Holland.

A hydraulically-operated adjustable propeller-shaft permits compensation for the light or fully-loaded barge operating in the very shallow river and canal from the river to the plant.

The project drew suppliers of materials and services from at least 40 states to Equitable's worktable, enabling it to come up with an ingenious export product.

U.S.-Canada to discuss trade, economic affairs

The 8th annual meeting of the Joint U.S.-Canadian Committee on Trade and Economic Affairs will be held in Washington September 20-21.

The annual meeting of the Joint Committee, which was inaugurated in 1953, provides an opportunity for Cabinet officers of both Governments to consider economic and trade matters of common concern to the 2 countries. Previous meetings have been beneficial in furthering understanding on economic and trade matters.

Old Town has new look

Leasing breakthrough enables small Brooklyn firm to scale new heights

By STANLEY LICHTENSTEIN
Staff Writer

You don't need a baseball team to win a pennant in Brooklyn these days.

You do need "dogged determination and ingenuity," however, and these are precisely the qualities with which the management of the Old Town Corporation of Brooklyn, New York, earned one of this year's "E" awards "in recognition of an outstanding contribution to the Export Expansion Program of the United States."

Comeback

The "E" flag fluttering from the roof of Old Town's Pacific St. building is a source of more than ordinary pride because the laurel was won by a company on the comeback trail. After nearly a decade of declining sales and earnings, Old Town—a small manufacturer of carbon papers, inked ribbons, mimeograph materials, spirit duplicating machines and supplies—in 1959 hit upon the right rejuvenation formula for the company, then 42 years old. Recruiting a new 3-man management team, the firm stepped-up its research work on new products, expanded its foreign licensing program, and cut production costs.

Eighteen months and 13 new products later, Old Town was out of the red and gaining steadily. A key element in this recovery was the company's spurting exports of raw materials, semi-finished products, and "know-how" to licensees in countries which had been erecting barriers against importation of finished products. Old Town's skills and materials were placed on the world market to counteract reverses caused by tariff rises, dollar shortages abroad, and the tide of economic nationalism sweeping many nations.

This experience has convinced Marshall Mazer, the corporation's vice-president and general manager, that small and medium-sized firms could form a "foreign trade corps" to help the United States in the race for global trade. To succeed, he emphasizes, the smaller U.S. business organizations must rid themselves of their "inferiority complex" about foreign trade and begin to cultivate this field which could bring them hundreds of millions of dollars in revenue each year.

Mobilization

"We cannot expect to maintain our trade leadership," Mr. Mazer argues, "when we use only a small fraction of our resources."

The long-range market for American technical skill could be larger than the market for merchandise, in Mr. Mazer's view, because most nations are still underdeveloped. He foresees far-reaching gains within reach: If more firms of all sizes took part in international trade—rather than the mere 20,000 of this country's 360,000 industrial firms which now participate—the twisted image of the United States as a "big business" country would be decently buried; and greater emphasis upon exporting U.S. companies' skills might make possible substantial cuts in our foreign economic-aid program.

Technique

International licensing has enabled Old Town to build up manufacturing and marketing operations in 7 countries without a single overseas office or plant and without a single executive going abroad in search of licensees. In the first year—1956—of this experiment, the company's gross income from licensees abroad totaled $65,500; by 1961, the total was $240,000, and by 1962, more than $500,000.

"Licensing," explains Mr. Mazer, "makes it possible for companies of our size to engage in international trade because it does not require a large capital investment in foreign plants and equipment. It also eliminates many of the risks and complexities of foreign trade that a small firm is not equipped to handle." Old Town's licensing agreements cur-

BROOKLYN TO BANGKOK: Officials of Old Town Corporation found that utilizing facilities afforded them at U.S. Department of Commerce Trade Center resulted in an estimated saving of $3,000-3,500 over what a comparable exhibit under private auspices would have cost the small firm.

rently link the Brooklyn firm to companies in Brazil, Canada, Colombia, Costa Rica, Italy, Mexico, and the Philippines.

Benefits

The office equipment and supply manufacturing company cites advantages for both licensor and licensee in the arrangement:

- Licensing satisfies the understandable desire of people to buy locally-made merchandise, aid their own growing industry and utilize scarce foreign exchange more efficiently.
- The licensee has immediate access to a half-century of experience, craftsmanship, research, product development and technical know-how.
- The interchange of ideas through cross-licensing can be mutually beneficial by keeping both parties aware of new developments in each other's country.

Blissful ignorance

On this last point, N. H. Halberstadt, Old Town's director of international operations, talks glowingly of instances in which "green" licensees got rid of technical "bugs" in simple fashion, unaware that old hands at the game had declared the problem unconquerable. "They (the licensees) didn't know it couldn't be done," Mr. Halberstadt observes.

Working with licensees, the American firm has been able to re-formulate and re-establish its line, depending on the kinds of material available in each country—for example, the type of wax found in Mexico. Somewhat to the licensor's surprise, the firm has not only retained, but also expanded and brought new products into the market.

Getting started

Old Town helps launch new licensees in the office-supply business by instructing them in the kinds of equipment to buy and the placement of the equipment in their plant, furnishing detailed specifications for manufacturing the products, and training their personnel in the necessary techniques. Old Town also provides samples serving as standard-setters for the licensee, who attempts to duplicate the samples and sends the results to the U.S. firm for scientific testing. Depending on circumstances, packaging of the licensee's products may or may not duplicate Old Town's, and either or both corporate names may be featured.

LABORATORY TESTING: Sample inks, chemicals, and papers submitted by Old Town licensees are put through performance tests in firm's expanded research facilities at Brooklyn-based home plant.

CLOSE HARMONY: More important than tangible goods is the know-how exported to overseas licensees by U.S.-based Old Town Corporation.

HARD-EARNED CITATION: Marshall Mazer (right), general manager of firm, receives "E"-for-export award from Secretary of Commerce Luther Hodges.

Licensing agreements cover: products to be licensed for manufacture and distribution; duration of agreement; licensing fee and royalty rate (or equity); use and control of trademarks, patents, formulas; conditions and terms of technical assistance; training of licensee personnel; quality control methods and systems; sales promotion, marketing and advertising.

Cash, sales percentage

In a characteristic agreement, Old Town licenses a foreign company to make and market its products in exchange for cash or a sales percentage, or both. Often a contract stipulates that Old Town will be the licensee's sole supplier of some essential ingredient in the manufacturing process—ensuring that the distributor will remain a licensee and not become a competitor. A guarantee of minimum royalties to Old Town is usually included.

The advantages of this relatively new international-trade technique are vividly illustrated by the Brooklyn corporation's operation in Colombia. Facing loss of a profitable 35-year-old market because of import restrictions there, Old Town and its local Colombian dealer entered into an arrangement by which he manufactures the products under a licensing agreement. As a result, Marshall Mazer reports, "our licensing volume in Colombia is twice the revenue we received from exporting finished products." He sums up: "The arrangement has benefitted Colombia by adding a new industry to the country, and we have retained a market we might otherwise have lost."

European opportunities

Old Town is planning to employ licensing to similar advantage in the Common Market countries, which are seeking to develop their own industries and stiffening barriers against competitors. Licensing represents no threat to the European economic-bloc program, and would bring sales revenue to U.S. companies.

Italy's giant business-machine manufacturer, Olivetti, recently concluded an agreement to produce and globally distribute a new type of photocopy machine developed in Old Town's research laboratory and improved by Olivetti technicians. Olivetti, with sole manufacturing rights, will buy all supplies for the electrostatic machine from the U.S. firm. Old Town may market the photocopy machine by itself or in cooperation with another company, and retains the right to manufacture and market supplies for the machine under its own name as well as sell them to Olivetti.

In carrying on its international marketing program, Old Town has made effective use of what Mr. Mazer calls the "world-wide sales organization" available for the asking at the Bureau of International Commerce. "The battery of services offered by the Department (of Commerce) in the foreign trade field," he notes, "greatly assists our efforts to engage in international trade."

Appreciatively, Old Town executives point to Government trade missions—armed with business proposals from Old Town and other firms—which have searched out prospects in Central Africa, Greece, Israel, Spain, Cyprus, and other countries. In the pages of INTERNATIONAL COMMERCE, Old Town has found the names of prospective licensees and representatives among the hundreds listed in a typical month and the thousands listed in a year. (Mr. Mazer recalls that in 1961 alone, INTERNATIONAL COMMERCE "carried the names of 7,000 of these companies in virtually every part of the world.") The Brooklyn company is also grateful for what it calls the "custom-tailored market surveys of various countries" provided by the Department, along with "the names of possible licensees personally investigated by Government trade experts."

Estimating that there are more than 20,000 licensing agreements between U.S. and foreign firms, bringing in $750 million to $1 billion in annual revenue, Mr. Mazer sees in this technique of exporting "know-how rather than merchandise" the answer to a great many problems. The Old Town saga shows that more small and medium-sized firms (even in "provincial" Brooklyn) can, if they will, cross oceans and see the world—without ever leaving home!

Beats high competition

'E' winner hikes output from $50,000 to $2½ million; sells 20% abroad

To seekers after "big business," the category of "designing and manufacturing glass containers and closures for the cosmetic and allied industries" might seem like a most unusual calling. But to one person at least, Paul E. Roehrich, president of the Richford Corporation, it has meant a life work, plus the development of sizeable international business.

And to cap the climax of a surprise-filled career, on June 26 at a banquet held in Poland Spring, Maine, in conjunction with the Toilet Goods Association, Mr. Roehrich received the coveted President Kennedy Certificate of Service and "E" flag for his "significant contribution to America's export program."

Humble beginning

The surprises in Mr. Roehrich's life read like a Horatio Alger chronicle. Arriving in this country as a poor immigrant lad, he began his career as a waiter in the old Waldorf-Astoria Hotel, acquiring in time an array of offices atop the Empire State Building (the very site of the former hotel) for the better pursuit of his current domestic and international business interests.

For still another dramatic turnabout, Mr. Roehrich, as a youngster, was a scholarship student in the Bremerhaven Public School (he was born in Bremen, Germany), only to repay that scholarship years later by establishing his own scholarship fund at that very same school! This grant has been renewed through the years.

Earns his spurs

In this country, following his duties as a waiter, Mr. Roehrich attended night courses at Columbia University. Despite the constant problem of economics, as well as the language barrier, he earned his spurs as a Business Administration major.

While he is a great believer in applied "common sense," it was Mr. Roehrich's good fortune to be also gifted with a creative sense of design; for breaking from stereotyped patterns and fusing new features into what is normally accepted as a routine line of products.

Having by chance been asked to import a certain quantity of bottle closures from abroad, Roehrich saw the opportunities in this field and decided to design and manufacture merchandise comparable to European standards, at a lower cost. This was where his sense of unusual styling, making of him a designer and engineer combined with successful executive ability, came to the fore.

Leads the industry

From a modest $50,000 volume when he established his business in 1941, he is today considered a leader in this industry, grossing $2½ million annually including about $½ million in export business alone. With sales offices in this hemisphere located in New York, Chicago, Miami, Dallas, Los Angeles, and Toronto, the Richford Corporation is prepared on short notice to furnish unlimited quantities of its unusual custom-made glass containers and closures to any part of the world.

Mr. Roehrich has developed such trademarked products as the Spillproof perfume flacon, the Touch 'N Flo cream and sachet dispenser, the Touch 'N Spray aerosol purse-size container, etc. His customers, serviced by agencies in more than 30 countries, include many of the cosmetic industry's more outstanding firms.

Promote friendship

Accepting the Award for his company, Mr. Roehrich said: "Richford is both proud and happy to be named a recipient of this distinguished 'E'. Over the years world trade has become an arm of increasing importance to this country, extended across the oceans to promote friendship, economic stability, and the American system of free enterprise. We are indeed pleased to represent a small part of this effort."

Asked if the Richford Corporation had a "philosophy," Mr. Roehrich said that if formulated precisely and set down on paper it would run something like this:

"Richford Corporation, founded nearly a quarter of a century ago, has been operated by three guiding principles, namely —that the first rule in a successful business relationship is to supply the customer with his exact needs; secondly, that a customer is entitled to every facility at our disposal in order to supply those needs and deliver the very finest job we are capable of; and finally, that we represent a business integrity, morality, and quality of excellence of which we are especially proud."

The "E" Award originated during World War II when it was conferred for production excellence. It now signifies achievement in developing sales of U.S. goods and services to overseas markets. More than 300 "E"-for-Export-Awards have been presented thus far in the Government's export incentive program.

Stronger America

When President Kenndy announced the revival of the famous national symbol "in a new and constructive context of national urgency," he called on both management and labor to "exert their utmost efforts toward producing and selling in the world market."

The President added that "more exports will mean a stronger America; a more prosperous America; and greater assurance of a free world."

Nominations for awards may be submitted by any individual or company to the Commerce Department or any of its 39 field offices. Nomination forms are available at all Commerce Department offices, and through the Departments of Interior and Agriculture, and the Small Business Administration.

"E" flag awards are conferred upon companies which:

- Demonstrate a substantial increase in export sales on a sustained basis.
- Successfully introduce a new product into U.S. export trade.
- Develop a market abroad for an existing product not previously exported.
- Effect a breakthrough in a foreign market where competitive conditions are extremely difficult.
- Open a new trade area previously closed to American competition.

FIAT IN NORWAY

A car assembly plant may be built by Fiat in Norway, according to reports published by the Oslo daily *Dagbladet*.

Sound of Drumm helps snare more U.S. sales

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

PARIS—Beside the desk of Thomas E. Drumm, Jr., the U.S. Embassy's Counselor for Commercial Affairs in this city of light and commerce, placed just a few feet from rich, wood wall panelling, stands an American flag. If one looks past, through the tall window, he sees Elysee Park, blooming with lilac bushes that splash lavender against the serpentine green of the tree forest.

Bullying through the branch tops like a conscience is the roof of the Grand Palais, an antediluvian arena where exhibitions are held and merchandise from Australia to Zululand is displayed and sold.

"There are more industry shows in France than brands of champagne," says Drumm, who speaks, as he does all else, with the hurried impatience of a motorist committing an automobile ride on a Parisian boulevard. "International fairs, or specialized salons and exhibits are a way of business life in most European countries.

"United States manufacturers do not exhibit often enough, although the number of participants is growing like beards on teen-age beats. The last electronics show had displays by 57 American firms. The Lyons Fair, this past spring, was a muscular effort and the cash register has been ringing like a loose fire alarm ever since."

Drumm is short for drummer and this U.S. official is a salesman during all the daylight hours and well into the neon-lit night. An attorney turned civil servant, he was administrator of the Business and Defense Services Administration before his present assignment. Drumm learned to speak French, with the aid of a school background that included 5 years of classical Greek and 7 of Latin, plus a previous assignment with NATO to this capital of chefs, chorus girls, and culture.

We asked what U.S. manufacturers, new to exporting, could do to make the most of Government assistance. "One hears complaints about our commercial service," we said. "What is it in reverse?"

"We are here to increase American business," he replied, blasting thirteen words to the dozen. "And to be available whenever any manufacturer wants us. Let's not forget that. But there are ways that businessmen can help us assist them."

"In the past, we have set up appointments that were ignored. We do preparatory work and then it is not used. Presidents of companies occasionally do not wish to call on the procurement people. A few bring their wives, entertain their friends who are here, and allow little time for work.

"A consumer goods trade mission was in Paris a couple of months ago, headed by Joseph Mack, the Deputy Director of the Office of Field Services. Do you know what Mack told me on leaving? He said 'The biggest non-tariff barrier to increased trade with France is the apathy of the American manufacturer.'"

Drumm ticked off these comments because he was asked to do so. On increased French trade, he is as high as a tourist walking the Montmartre streets at midnight.

He heads a staff of 26. Counselor Tom Drumm is on a friendly, son-of-a-gun name calling basis with more French businessmen than ten dollars worth of old francs. And to document the increased interest he is helping create, the Embassy received 9,691 serious business visitors last year, compared with 6,133 in 1960.

Says Drumm: "We can sell anything. After West Germany, we are France's most important supplier. Imagine this. Our TV shows have even brought a demand from French youngsters for cowboy hats and blue jeans.

"The main route for a U.S. businessman to increase exports to France, or to begin selling in this country," says Drumm, "is to come over and go to work, meet people and make contacts."

Drumm rushes every place. Miss Dorothy Goode, who tends the most cluttered desk in Europe, shrugged ruefully as he pushed his chair back, slipped an arm into a coat and bundled off, bound for another trade conference.

OECD asks Japan to become 21st member state

Actual completion of move expected toward year's end

The Organization for Economic Cooperation and Development (OECD) has invited Japan to become a member of the 20-state organization.

The OECD action marks the first time a country outside Europe and the Western Hemisphere has been asked to join.

The invitation to Japan follows a series of talks after that country informally expressed interest in OECD membership.

After examination of Japan's position with respect to matters dealt with in the acts of the OECD Council, and in particular the OECD codes of liberalization of current invisible operations and capital movements, the Council invited Japan to become an OECD member.

Actual completion of the membership procedures is expected by late this year.

Current member countries are Austria, Belgium, Canada, Denmark, France, Federal Republic of Germany, Greece, Iceland, Ireland, Italy, Luxembourg, The Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, Turkey, the United Kingdom, and the United States.

Two years old

The OECD was established in September 1961 to replace and expand the work of the Organization for European Economic Cooperation. The OEEC had been set up in 1948 to administer Marshall Plan aid and to restore the European economy on a cooperative basis.

When the reconstruction work of the OEEC was largely accomplished, the organization was remodeled and included the United States and Canada.

As stated in Article I of the OECD Convention, its aims are to promote policies designed: to achieve the highest sustainable economic growth and employment and a rising standard of living in member countries, while maintaining financial stability, and thus contribute to the development of the world economy; to contribute to sound economic expansion of member as well as non-member countries; and to contribute to the expansion of world trade on a multilateral, non-discriminatory basis in accordance with international obligations.

International Furniture Fair set next winter in Cologne; U.S. firms asked to exhibit

U.S. steel and aluminum office furniture said popular; purchasing power increase helps create seller's market

The U.S. Consulate General in Duesseldorf will operate a Trade Information Booth (TIB) at the 1964 International Furniture Fair in Cologne, Germany, Jan. 29-Feb. 2.

Participation in this event through the TIB will enable U.S. enterprises to introduce their products to experts from all parts of the world and permit them, at the same time, to gauge the market for their products. Interested firms will also be in a position to establish contact with West German furniture retailers and agents as well as West German manufacturers to produce under license.

Seller's market

Many favorable factors (the continuing building boom, the trend toward larger apartments, consumers' preference for quality furniture, and consumers' growing purchasing power) in the Federal Republic create a seller's market for furniture. U.S. steel and aluminum office furniture is said to be especially popular in West Germany, since it corresponds in substantial measure to German taste.

The last Furniture Fair in 1962 had 868 exhibitors, 532 from West Germany and 336 from 22 foreign countries. Approximately 65,400 members of the trade, including 7,300 from 59 foreign countries, attended. They reportedly showed a marked preference for high quality items in general, and kitchen, bedroom and sectional furniture lines in particular.

Firms are invited to send their Business Proposals for use at the 1964 International Furniture Fair Trade Information Booth. These will be summarized in German, without identification or address, in a booklet which will be distributed throughout West Germany before the Fair opens.

Identification will be revealed only to appropriate firms after consultation at the Trade Information Booth in regard to a specific Business Proposal. U.S. firms will be provided the names of those European firms interested in their Business Proposals so rapid follow-up action can be taken.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

To make use of the Business Proposal Service, please answer the questions below and submit with two copies to the Bureau of International Commerce, TFD, U.S. Department of Commerce, Washington, D.C. 20230. Please indicate interest in the International Furniture Fair in Cologne.

- What product do you wish to sell or offer?
- Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
- Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material so an effective sales presentation can be made. Data on the size and scope of the firm, catalogs and price lists are appropriate for this use.

Price information should include cost-insurance-freight (c.i.f.) quotations. Do not send more than 25 pieces of descriptive literature. Business Proposals and literature must be received in Washington by Sept. 16.

Ask trade journals

Publishers of trade journals are requested to send the U.S. Consulate General at Duesseldorf as many copies of their publications as possible for use in the Trade Information Booth. Trade publications exhibited through the facilities of the TIB will stimulate interest in U.S. goods advertised there, as well as in the publications themselves.

Packages of publications should be sent to the Consulate General as soon as possible, addressed to "The U.S. Consulate General, Duesseldorf, Germany, attention: Commercial Officer" and marked internally "for use at the International Furniture Fair in Cologne."

Sales reached $850,000 at U.S. fair in Mexico

Exhibitors of saleable merchandise at the all-U.S. exhibit last winter in Mexico City have reported a total of $79,340 in orders taken during the event.

These exhibitors also reported a total of $415,505 in transfers to local agents and distributors and actual collateral sales amounting to $359,600.

Approximately 1.2 million people from Mexico and neighboring countries visited the Feb. 8-28 exhibition.

A total of 118 U.S. firms took part in the show and exhibited $650,000 worth of U.S. industrial goods of interest to Mexican businessmen.

INTERPACK FAIR

A total of 562 exhibitors displayed a variety of products fulfilling almost every packaging need at the May 12-20 INTERPACK, held in Duesseldorf. The event attracted 154,000 visitors from 59 countries. Packaging machinery, equipment, and accessories were displayed by 280 firms.

Considerable interest was shown in the following U.S. equipment: spray valves, a chocolate-decorating machine, a continuous automatic mixer for the baking and confectionery industry, and a machine for automatic vertical bag forming, filling, and sealing.

The next INTERPACK will be held some time in 1966; exact dates will be announced later.

Business proposals are sought for use at vending machinery show scheduled in Amsterdam

Event set for Nov. 7-24; plan Trade Information Booth; participation held good way to increase sales in EEC

As a means of expanding U.S. exports, the Departments of State and Commerce will operate a Trade Information Booth at the U.S. Department of Agriculture Exhibition and Symposium to be held in Amsterdam, The Netherlands, Nov. 7-24.

The Trade Information Booth (TIB) will offer an opportunity for U.S. manufacturers of food products and food processing and vending machinery and equipment to expand sales of their products to the Common Market. They are invited to submit their Business Proposals for use at the booth.

These proposals will be summarized in the language of the country, without identification or address, in a booklet which will be distributed throughout the area before the opening of the Exhibition. Identification will be revealed only to appropriate firms after consultation at the Trade Information Booth in regard to a specific Business Proposal. U.S. firms will be provided the names of those European firms interested in their proposals so rapid follow-up action can be taken.

Answers sought

To make use of the Business Proposal Service, please answer the questions below and submit with two copies to Bureau of International Commerce, Trade Fairs Division, Department of Commerce, Washington, D.C. 20230. Please indicate interest in USDA TIB.

- What product do you wish to sell or offer?
- Do you wish to appoint an agent or distributor? Describe the arrangement you desire and indicate whether you will grant exclusive representation.
- Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- What type of firm is best qualified to transact your business?

Each proposal must be accompanied by information such as brochures and other descriptive material so an effective sales presentation can be made. Data on the size and scope of firm, catalogs, and price lists are appropriate. Price information should include cost-insurance-freight (c.i.f.) quotations. Do not send samples or more than 25 pieces of descriptive literature. Business Proposals and literature must be received in Washington by Oct. 7.

Publishers of trade journals are requested to send to the U.S. Consulate General at Amsterdam as many copies of their publications as possible for use in the TIB. Trade publications exhibited through the facilities of the TIB will stimulate interest in U.S. goods advertised there, as well as in the publications themselves.

Packages of publications should be sent to the Consulate General as soon as possible. They should be addressed to the attention of the Commercial Officer (TIB), U.S. Consulate General, Museumplein 19, Amsterdam, Netherlands, and marked internally "For Use at USDA TIB."

Sales level reported high at trade fair in Utrecht

The 30 U.S. firms which mounted exhibits at the recent Royal Netherlands Industries Fair in Utrecht reported total on-the-spot sales of $833,240. Sales pending for the rest of the year total $744,740, with potential sales through 1964 estimated at $2.9 million.

Eight agency representatives were either initiated or established at the March 11-19 fair. One joint venture was initiated and 148 trade opportunities were obtained by the U.S. Trade Information Center.

Approximately 125,000 persons visited the U.S. pavilion. The event was the first show in the Commerce Department's commercial trade fairs program.

STUDY IN CONTRASTS: More than 80,000 persons came to look at the U.S. exhibition at the Limassol trade fair in Cyprus. Among them were these Cypriots in traditional costumes, seen examining a pair of modern tractors from Beaver Industries, Inc., of New Hartford, Conn., and Panzer Products, Inc., of Waynesboro, Va. One-fourth of the exhibits were sold by the time the fair closed, on July 31.

Brazilian economy continues mild recovery; several key ministerial appointments made

President to 'discipline' aid negotiations by local governments; new finance minister may mean end to promised stabilization plan; Brazilian ships get berthing priority over ships of other lines; new petroleum agency head favors nationalizing private refineries

General business conditions throughout Brazil improved in June, continuing the recovery noted in the latter part of May. However, the Sao Paulo area is still suffering from reduced production in the automotive and textile industries, according to the U.S. Embassy in Rio de Janeiro.

On June 25, the creation of the Executive Planning Commission for the Import of Steel Products (CEPLA)—established as a Government monopoly—was announced. The Commission was instructed to emphasize imports of steel products from LAFTA countries and those countries with which Brazil has a favorable exchange balance. It is to submit its first program within 60 days.

The appointment of Carvalho Pinto as Finance Minister was greeted with mixed emotions by the financial, industrial and merchandising communities. While many feared it meant an end to the most recent attempt at stabilization, the beleaguered Sao Paulo industrialists looked for easing of credit and generally took an optimistic approach to the appointment of a former Governor of Sao Paulo, whose administration covered a period of the State's most rapid industrial development. The appointment of the relatively moderate Egidio Michaelsen as Minister of Industry and Commerce was also considered encouraging.

Availability of dollars for imports continued to decline in June, because of falling exports and the Banco do Brazil's policy of reducing exchange sales for this purpose.

There was continued Sino-Soviet bloc economic activity in the Northeast, with visits of the Czech Ambassador and Commercial Attache, to "appraise the possibilities for financing agreements with private firms."

Other commercial visitors included a Japanese textile machinery mission and Chile's former President Videla and 3 members of Chile's Parliament, who expressed interest in importing knocked-down motor vehicles from Brazil for assembly in Chile.

Fiscal reforms advocated

The appointment of former Sao Paulo Governor Carvalho Pinto to replace San Tiago Dantas as Finance Minister dominated all financial events in June. Also of importance was President Goulart's decision to "discipline" negotiations of states and municipalities with foreign governments for the purpose of obtaining aid.

Report on Libya

A new economic summary prepared by the American Embassy in Benghazi and covering economic developments for the April-June 1963 period is available on loan from the Bureau of International Commerce, Office of International Regional Economics, U.S. Department of Commerce, Washington, D.C. 20230.

Three SUMOC (Superintendency of Money and Credit) Instructions were issued, having the effect of reducing contribution quotas of coffee and cacao exports and of restricting equipment imports. In the meantime, the cost-of-living continued to rise and new inflationary pressures appeared to be building up, particularly with respect to proposed federal pay raises.

Carvalho Pinto has declared, as fundamental to his financial planning, the progressive control of inflation, bank and fiscal reforms, firm control over federal expenditures, tax collection improvement, selective credit policy restricting imports to essentials while expanding exports, and intensification of foreign trade with all economic areas. He referred to the present foreign exchange crisis as one of the worst the country has ever experienced, and stressed that Brazil's payment obligations for the 1963-65 period amount to $1.8 billion.

The tenancy law that regulates private rent was extended to December 31, 1963. The law was amended, however, to permit increases in rent of up to 200%, depending on when rent contracts were signed. Only new contracts are permitted to be freely negotiated.

Labor

Labor was active in June. The National Federation of Stevedores called a short general strike, which was followed in a few days by a transportation strike in Niteroi, a Santos sympathy strike in Porto Alegre, a new manifesto issued by the C.G.T. (Labor Confederation) and appointment of a new Minister of Labor, Amauri Silva, Senator from Paraná.

Berthing priority

A Portaria (Ordinance) issued by the Ministry of Transport and Communications granting the vessels of Lloyd Brasileiro almost immediate berthing priority over ships of other lines and nations overshadowed other shipping developments in June. This discriminatory action, effective June 17, aggravated an already difficult port situation wherein ships were having to wait many days to come alongside in Rio de Janeiro and Santos, substantially increasing the cost of imports to Brazil. Shipping circles and governments of maritime nations serving Brazil were endeavoring to have the Portaria removed or its effects annulled, but at the month's end no effective action had been taken.

On June 24 Señor Expedito Machado was sworn in as the new Minister of Transport and Public Works, replacing Engineer Hélio de Almeida.

Two highly significant events occurred in June which could have far-reaching effects upon the mineral industry in Brazil. One was the appointment of General Albino Silva to the Presidency of Petrobras, the State petroleum monopoly, and the other was the designation of Señor Oliveira Brito as Minister of Mines and Energy.

General Silva supports nationalization of the remaining privately-owned petrol-

eum refineries in the country and the expansion of Petrobras into the area of distribution. More recently this concept has been broadened to include imports of petroleum and its derivatives, but no concrete action has yet been taken.

In June the Government released marketing and financial regulations for the 1963/64 coffee crop and directives establishing the contribution quota. The Executive Commission of Assistance to Coffee Growers (CEAC) was transferred from the Ministry of Finance to the Ministry of Trade and Industry and a Parliamentary Commission of Inquiry into the Coffee Institute's activities was requested. Agrarian reform continued to be the center of activity, as the cocoa retention quota was reduced and SUNAB (new Supplies and Price Control Agency) increased its activities preparatory to assuming its full responsibilities.

Although Brazil's 1963/64 coffee regulations are basically the same as for the previous year, producers and some trade members are dissatisfied with them, particularly the new prices and the contribution quota.

The new Minister of Agriculture, Dr. Oswaldo Lima Filho, has given assurances that efforts will be made to strengthen and improve the Federal Agropecuaria Fund, implement new reforms and avoid past mistakes, and train technicians for rural development.

He also advocates an instrument adequate to assure access to land for people capable of working it economically.

The Superintendent of SUNAB, Dr. Benedicto Pio da Silva, has announced that his office has begun incorporating a number of agencies, including: National Food Commission; National School Lunch Program; Wheat Consultative Commission; and the Superintendency of Warehouses and Silos. He has also stated that interference in the market through strict price controls will be relegated to a secondary position to take care of measures that stimulate the production, storage and distribution of merchandise.

London meeting determines coffee agreement quotas

Representatives of more than 50 coffee producing and consuming countries are meeting in London to work out the machinery to stabilize world coffee prices in line with last year's International Coffee Agreement.

Basic quotas for the 5-year agreement were decided on last year, and now the participants must determine what percentage of the basic quota will apply. The meeting will last until August 24.

U.S. Embassy clarifies Dominican documentation requirements

AID financing available only for drafts dated after March 13; all documents should accompany draft to collecting bank

The American Embassy in Santo Domingo wishes to clarify documentation requirements for U.S. shippers to the Dominican Republic.

Agency for International Development financing of eligible shipments is available *only* for drafts dated later than March 13, 1963. It is futile to submit AID documentation in support of drafts drawn before that date, as no AID funds exist from which such drafts could be paid. The entire $25 million made available under the February, 1962 Credit Agreement has been utilized, but more than $15 million from the most recent AID grant (not loan) announced in December, 1962 is still available to local commercial banks under existing Letters of Commitment.

According to Central Bank policy, however, these funds may not be used to pay foreign exchange obligations incurred before March 13, 1963, the date the grant agreement was actually signed. A draft drawn before March 13, 1963 by an American exporter against a Dominican importer of goods eligible for AID financing thus cannot be reimbursed from AID funds, as all funds which might have been used for that purpose have been exhausted.

Difficulties overcome

Considerable delays and confusion occurred during initial disbursements of AID funds under the February 1962 Credit Agreement because local commercial banks were not familiar with AID procedures, and importers failed to submit the necessary documentation. These difficulties have been overcome, and current delays stem almost exclusively from improper documentation or the accumulation of work in the remittance departments of local banks.

The importance of timely submission of AID documentation has not yet been grasped by all local importers, but the general situation regarding AID financing for shipments to the Dominican Republic is relatively simple: Only those drafts drawn since March 13, 1963 against Dominican importers of merchandise eligible for AID financing, which are accompanied by all required documents, may be financed by AID funds, and all eligible imports must be financed from these funds.

Many delayed remittances associated with shipments which are not eligible for AID financing could be avoided if exporters would send all documents directly to the collecting bank with their draft. Remittances to cover clean drafts may be delayed for 2 or 3 months because the Central Bank will not authorize remittance in dollars until documents are received or the transaction investigated. Under such circumstances, the lower rate obtained for collection of an undocumented draft could prove an expensive economy.

Properly documented drafts drawn against importers of eligible merchandise seldom will require assistance because payment will normally be prompt. On the other hand, neither the American Embassy, AID, nor local commercial banks can expedite remittances to cover undocumented or improperly documented drafts.

U.S. Chamber opens 1st European office in Paris

The first overseas office of the Chamber of Commerce of the United States opened in Paris August 1.

It is intended to provide American businessmen with "fast and accurate interpretations of trends and developments in Western Europe, particularly as they affect American trade and investment opportunities," according to Arch N. Booth, the Chamber's Executive Vice President.

Initially the Paris office will be concerned with these governmental organizations: European Economic Community (EEC); the Organization for Economic Cooperation and Development (OECD) and particularly OECD's Business and Industry Advisory Committee; the European activities of the United Nations' Economic and Social Council (ECOSOC); and the Secretariat of the General Agreement on Tariffs and Trade.

The Paris office is located at 17 Avenue du President Wilson.

AID procurement in United States tops $1.3 billion in fiscal 1963

Estimates show jump of almost $½ billion above '62 level; 80% of '63 commitments will be spent in U.S.—highest in foreign aid history; '64 percentage expected to be higher

A total of $1,346 million in foreign aid funds was spent in the United States by the Agency for International Development during fiscal 1963, according to preliminary estimates released by AID. This represents a jump of almost a half billion dollars above the 1962 level.

This total for purchase of American goods and services for foreign aid is the highest since the days of the Marshall Plan. Preliminary estimates also indicate that 80% of the $2,424 million committed in fiscal 1963, most of which is not yet disbursed, will be spent in the United States. This percentage is the highest in the history of the foreign aid program and will be reflected in expenditures over the next several years. An even greater percentage is expected to be committed by AID for procurement in the United States during fiscal 1964.

To curb dollar outflow

The spending and commitment estimates reflect the continuing effort of AID to curb the outflow of dollars in the light of the nation's balance of payments problems. Tight policies raised U.S. procurement for foreign aid in fiscal 1962 to $858 million from the previous year's total of $736 million. Application of even tighter procurement policies would bring the total of U.S. procurement in fiscal 1964 to an estimated $1,577 million, according to AID Administrator David E. Bell.

Offshore procurement under the foreign aid program—purchase of goods and services from other countries—dropped sharply as U.S. procurement rose. Preliminary figures for fiscal 1963 indicate that about $791 million will have been spent in other countries, down from $983 million in fiscal 1962 and $1,065 million in fiscal 1961.

Of these overseas expenditures, nearly 90% in 1963 went for purchases from underdeveloped countries which do not have dollar reserves. This compares with about 50% in fiscal 1961.

Changes in policies made in prior years are just beginning to be fully reflected in the expenditure figures for fiscal 1963. Likewise, the further tightening of procurement policies now being undertaken will continue to have an increasing effect on expenditures until 1965.

Policies now in effect are:

- AID will not finance, for delivery to countries receiving U.S. economic assistance, the purchase of designated commodities of which the United States is a consistent net importer, except under exceptional circumstances.
- While limited procurement in the less developed countries of goods of which the United States is also an exporter will continue for goods financed with AID grants, procurement authorizations will place stronger emphasis on commodities in which U.S. exporters can normally compete successfully.
- AID procurement policy will preclude AID financing of most commodities, even though shipped from the United States, which include components from the industrialized nations of the free world valued at more than 30% of the cost.
- AID will join with the Treasury Department in securing arrangements with regard to the Alliance for Progress Social Progress Trust Fund which will reduce possible drain from this source on the U.S. balance of payments.

AID emphasized it will assist developing countries to obtain commodities on the U.S. net import list by means other than dollars.

AUSTRIANS LIKE U.S. CLOTHES

American-made garments are finding a growing acceptance in Austria. Last year, the country's total garment imports from the U.S. increased by 75% to $244,000. Of this, men's outer garments, primarily wash-and-wear suits, accounted for 37.5%. Other American wearing apparel popular with the Austrian consumer include lingerie, teenage garments, blue jeans and dacron neckties.

Pakistan will spend $3.1 million AID loan on U.S. equipment

Goods and services needed to expand Karachi water supply

Rapidly growing Karachi, Pakistan's chief city, will further expand its water supply system with the assistance of the U.S. Agency for International Development.

AID is lending Pakistan $3.1 million to purchase in the U.S. the commodities needed for the new work and to provide the services of an American engineering firm to the Karachi Development Authority.

Seven reservoirs, 5 pumping stations and additional water trunk mains will be added to the system, looking towards meeting the needs of the city until the year 2000.

In addition, a new 10-million-gallon-per-day sewage treatment plant will be built to provide additional facilities which will be required by the increased water use.

AID will also assist Karachi in obtaining the services of an American engineering firm to work with the Karachi Development Authority, operator of the water system, in carrying out the new program and obtaining maximum results from the expanded water system.

Karachi recently began operating a number of new water supply facilities, including a 70-million-gallon-per-day water filtration plant, which was built with U.S. assistance.

Viet-Nám to buy U.S. tobacco under amended program

A Food for Peace amended agreement with Viet-Nam, to finance sale of $2.9 million worth (including certain ocean transportation costs) of U.S. tobacco—about 4.4 million pounds—to help meet Viet-Nam's tobacco needs for the remainder of calendar 1963 has been announced by the Department of Agriculture.

The new program further amends the Title I, Public Law 480 agreement of Nov. 21, 1962. Sales will be by private U.S. traders. Purchase authorizations will be announced when issued.

Turkey retains import program's curbs

Turkey's import program for the second half of 1963 reflects continued restrictions on imports. The Eleventh Import Program establishes the level of imports subject to quota at $77.3 million ($28.9 million for use by importers and $48.4 million for industrialists' needs).

Major changes are the elimination of the quota for fully-assembled motor vehicles, and a 50% reduction in the quota for tires and tubes to $2 million. Washed and carbonized Merino wool, oleostearine, and bakelized paperboard were removed from the free import list and are now prohibited. Prolidon, polyvinyl, crude rubber of grade RSS4, cellulose, and iron and steel strips for the pipe-manufacturing industry have been added to the free import list.

Deposits

Advance deposit requirements for goods imported against the free import list were raised from 20 to 30% for importers and from 10 to 20% for industrialists.

A considerable number of items on both the liberalized and quota lists were added to AID (Agency for International Development) financing, and some items were changed from partial to full AID financing. Fertilizers, pesticides, DDT, dyestuffs, and non-metallic minerals are now eligible for AID financing, while nitrogenous fertilizer and lubricants will be imported solely with AID funds, which means the United States will be the only supplier.

Refund procedure

Provision is also made for easier establishment of "force majeure" and more prompt refund of deposits for transactions which are unavoidably not realized.

Further information concerning the Eleventh Import Program may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

SUNBEAM IN GERMANY

The Sunbeam Corporation has acquired a 51% interest in Rowenta Metallwarenfabrick, G.m.b.H., Offenbach-Main, a German manufacturer of electrical home and commercial appliances.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

West Germany sets quotas for asparagus, wax beans

West Germany has established an import quota of unannounced size for canned asparagus spears or tips from the United States, Canada, Australia, Japan, and Peru, the U.S. Embassy in Bonn reports. A quota of unannounced size has also been announced for canned wax beans (cuts) from the U.S. and Canada.

Applications for licenses may be submitted until quotas are filled, but not later than Dec. 30, 1963. The customs-clearance deadline is Dec. 31, 1963.

The so-called visa procedure applies. Import licenses which do not specify Deutsche Mark amounts are issued; importers then present invoices to the Foreign Trade Agency, which registers and stamps with "visa" so that the commodity may be cleared through customs.

The quota recently announced for imports of fruits prepared without sugar has been extended to include pears in consumer-sized containers weighing less than 5 kilograms (11 pounds).

Import invoice regulation is liberalized by Canada

Commercial shipments to Canada, when valued at less than $50, no longer need be documented on Commercial Invoice Forms M-A or N-A, but may enter the country on presentation of the exporter's own business invoice form. The previous exemption from formal documentation applied to shipments valued at less than $25.

Exporters who have the Commerce Department's World Trade Information Service publication, *Preparing Shipments to Canada*, should note this change.

Licensing system for some imports set by South Korea

All State-financed items required to have permits

Reflecting South Korea's growing concern with its declining foreign-exchange reserves, the Ministry of Commerce and Industry (MCI) in an action effective from July 18 ordered that all imports financed with the Government's own foreign exchange ("KFX") would be subject to a specific licensing system.

Previously, KFX import items were divided into two categories—an "automatic approval" list, and commodities which required case-by-case approval. The former category has now been abolished and all KFX items need specific MCI approval. Commodities financed by AID (Agency for International Development) funds or surplus agricultural products imported under Public Law 480 agreements have been subject to somewhat different regulations, which presumably are not directly affected.

Link system

At the same time, MCI indicated that raw material imports for export industries will be placed under the export-import link system, and issuance of permits for barter trade will be discontinued.

In its announcement, the Ministry noted that although $106.5 million of KFX had been allocated for commercial trade for the entire year, $85 million—or about four-fifths of the total—had been used during the first 6 months of 1963. Despite the fact that Korean exports so far this year have been running considerably higher than 1962 levels, the country's foreign-exchange holdings have been progressively declining, from $165.6 million at the end of 1962 to $104.2 million in mid-July.

Since the United States normally supplies about one-fifth of Korea's KFX imports, the Government's action to curtail such imports will obviously have some adverse effects on American sales. The bulk of U.S. exports to the Republic of Korea, however, are financed with U.S. aid funds, which will continue to be available.

West Germany revises customs rules for duty-free items imported by U.S. forces

West German customs procedures have been revised for the duty-free treatment of imports by U.S. Forces procurement agencies, and to establish limits on the amount and value of gifts passing duty-free from members of the U.S. Forces and their dependents to persons falling under German customs jurisdiction. Other NATO (North Atlantic Treaty Organization) forces stationed in West Germany are similarly affected by the new procedures.

The changes are embodied in a new Law Concerning Customs Treatment of Foreign Troops (Truppenzollgesetz 1962), its implementing ordinance, and corresponding Ministry of Finance directives. All of these laws and regulations entered into force on July 1, the date on which the NATO Status of Forces Agreement became effective for the Federal Republic.

Amended list

These developments not only change the legal basis for the duty-free treatment of certain imports but also amend the list of official U.S. procurement agencies entitled to such treatment.

Official procurement agencies within the meaning of the law fall into two groups:

- Enumerated non-appropriated fund organizations recognized unconditionally as official procurement agencies (European Exchange System [EES], Air Force Europe Exchange [AFEX], USAREUR Class VI Agency, USAFE Class VI Agency, European Motion Picture Service, USAFE Motion Picture Service, USAREUR Special Services Fund, USAREUR Special Services Reimbursable Fund, American Forces Network, Dependent Education Group [including dependent schools], Armed Forces Recreation Center Fund, Association of American Rod and Gun Clubs in Europe, and Stars and Stripes).

- All other non-appropriated fund organizations and activities including authorized clubs and messes. Procurement orders may be placed by such an organization only for deliveries to itself and must be signed by its duly appointed custodian to qualify for duty-free treatment. The custodian will receive from the supplier or contractor a special transaction clearance document (Abwicklungsschein). This form serves as proof that the requirements for duty-free treatment have been met. Suppliers may obtain the new version of the form from customs authorities. The older forms may still be used until Sept. 30, 1963.

Requirements

Several deliveries or services to be performed within a period to be specified but not to exceed 1 month may be consolidated on one Abwicklungsschein by the supplier. Invoices and other documents for the transaction must accompany the Abwicklungsschein.

The custodian of the organization certifies on the clearance document (Abwicklungsschein) the receipt of the goods or services and indicates the terms of payment in detail. The new regulations call for payments by check and rule out cash payments. The clearance document then is to be verified by the officer responsible for overseeing the organization's affairs, and returned to the supplier or contractor, who submits it to customs officials.

The original German text of the new Truppenzollgesetz may be found in *Bundesgesetzblatt I, 1963*, pages 51-54; the implementing ordinance (Truppenzollordnung) in *Bundesgesetzblatt I, 1963*, pages 450-452; and the decree listing official procurement agencies in *Bundeszollblatt A, 1963*, pages 571-577. Copies of individual pages may be ordered at nominal cost from the Photoduplication Service, Library of Congress, Washington, D.C. 20540.

S. Africa removes curbs on luxury automobiles

South Africa has removed restrictions on the import of automobiles of free-on-board value in excess of 1,600 Rands ($2,240), the U.S. Embassy in Pretoria reports.

The office of Import Control has been instructed to make import permits available freely on an individual basis, but not to the automobile trade, as of June 30. However, automobiles imported under these permits will be subject to a greatly increased import duty and cannot be resold within 4 years from the date of importation without permission of the Department of Commerce and Industries.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C. 20230.

AUSTRALIA—Electricity Commission of New South Wales announces award of two contracts: Specification No. 1255 for **boiler-feed pumping equipment** for Units 1 and 2 at Munmorah Power Station, awarded to Ingersoll-Rand (Australia) Pty., Ltd., subsidiary of Ingersoll-Rand Co., New York, N.Y.; and Specification No. 1258 for **circuit-breakers** for Sydney West and Sydney South Substations, awarded to ASEA Electric (Australia) Pty., Ltd., Swedish subsidiary. Contract prices not divulged.

GREECE—West German firm, Rheinstahl Eisenwerke, Gelsenkirchen, awarded contract under Tender 926 for 20,000 meters of **cast-iron pipes** for approximately $107,610 (430,438 DM), cost, insurance, and freight, Piraeus.

HONG KONG—List of successful bidders for various Government tenders now available, covering variety of items including supply of typewriters, chloride of lime, drugs and medicines, elevators, pipes of various dimensions, fire extinguishers, and many other items, as well as supplies for various construction projects.★

JAMAICA—Raymond International (Jamaica), Ltd., (parent company in New York City) awarded tender by Government for construction of third stage of **Sandy Gully Drainage Project.** Tender amounts to approximately $13 million (£4,799,000) and is largest single tender ever accepted by Jamaica. Work to begin September 1963, scheduled for completion within 39 months. Construction consists of several large drainage systems for flood-control in Kingston area.

Indian firms propose joint ventures to produce electric, diesel, gas generating sets, trollies for jets

U.S. firms offered licenses to make malleable iron castings, vacuum brake hose, cycle tires, electrodes

Indian manufacturers are seeking American licensees for the production of reclaimed rubber, electrodes, and electric, diesel, gas and other type generating sets. And a joint venture arrangement with a U.S. firm is being sought for a plant to manufacture malleable iron castings.

Additional information on these products is available from Bureau of International Investment, Department of Commerce, Washington, D.C., 20230, by referring to the appropriate file number assigned each of the following opportunities:

- A joint venture arrangement with a U.S. firm for the establishment and operation of a plant to manufacture malleable iron castings is proposed by an Indian producer of electrical, mechanical and industrial components, and railway fittings. Machinery and know-how are sought for the manufacture of this product.

Estimated capacity of the proposed plant is 300 to 500 long tons a month. Products to be manufactured include railway components (locomotives, coaches, wagons), automobile components (original equipment and replacement parts), malleable iron of special magnetic products (poles, spools, yokes), high duty iron (horn cheeks for railways, brake-drums, clutch plates for automobile industry), electrical transmission components (all types of fittings), refractory castings (heavy retorts for manufacture of carbon bisulphide case hardening salt bath pots), and special alloy castings. **File 4-3322-2(H).**

- A joint venture with a U.S. firm for the production of electric, diesel, gas and other type generating sets, not exceeding 25 KW, and jet starting trollies for jet aircraft, is proposed by an Indian manufacturer. The firm, currently producing electric fractional horsepower motors, polishing lathes, switches, starters, and generating sets, was established in 1948. A plant capable of producing 20-25 generating sets and 25 jet starting trollies annually is proposed. The firm seeks to expand its activities to include the manufacture of generating sets in sizes 5 KW to 25 KW for which there is reportedly an extensive market throughout India and the Middle and Far East. **File 4-3621-7(H).**

- A manufacturer of transmission, conveyor, fan and V-belts, cycle tires, vacuum brake hose, moulded rubber goods, etc., proposes a joint venture for the annual production of 5,000 long tons of reclaimed rubber. U.S. investors would provide the foreign exchange required to import the necessary machinery with other details for setting up the joint venture to be worked out on a mutually agreed basis. **File 4-3031-1(H).**

- U.S. know-how and machinery are needed by a newly formed company for the manufacture of electrodes in South India. The firm has been granted an industrial license by the Government of India for the production of welding electrodes with an annual noted capacity of 60,000,000 running feet. Initially, it is planned to produce mild steel electrodes followed by other types—both ferrous and non-ferrous. About 50% of the dollar requirement ($420,000) is needed of U.S. investors. **File 4-3623-2(H).**

Egyptian tape manufacturer wants U.S. license, capital

A modern Egyptian manufacturer of adhesive medical tapes is interested in manufacturing, under U.S. license, India-rubber porous plaster (Capsicom), and adhesive and sterilized medical tapes.

The firm also desires to form a joint venture with a U.S. firm for manufacturing industrial tapes. U.S. investors would be required to provide machinery and know-how. Write A.L.P.A.C. Adhesive Plaster Factory, Rue Canal El Mahmoudieh, Siouf, Alexandria, U.A.R.

Indian vegetable oils manufacturer seeks capital, know-how

List includes multi-purpose synthetic resin, cotton seed and hydrogenated vegetable oil

Rai Bahadur G.V. Swaika, managing director and chairman of the Swaika Group of Industries, manufacturer principally of vegetable oils, seeks U.S. capital and know-how of the following industries:

Manufacture of multi-purpose **synthetic resin** for paint manufacturers, plywood, paper, and printing ink industry.

Synthetic detergent plant—5 and 10 tons per 24-hour day.

Glycerine recovery and distillation plant; also synthetic glycerine—2 tons per 24-hour day.

Continuous **fatty acid** distillation plant.

Cotton seed crushing plant preferably by solvent extraction process—60 and 100 tons per 24-hour day.

Laundry **soap** plant—220 lb. per hour.

Cattle food compounding plant—100 tons per 24-hour day.

Water meter manufacturing plant—60-100,000 meters per year.

Heat-resistant **glass** for domestic and industrial use.

Laminated leaf and **coil spring**—2500 tons per year.

Manufacture of **driving rope**—25-40,-000 feet per month of 7″ to 2″ top width.

Hydrogenated vegetable oil plant—25/30 tons per 24-hour day.

Vegetable oil refining plant—40/50 and 75/100 tons per day.

Manufacture of **hand tools**—spanners, wrenches, pliers, scissors, surgical instruments.

Manufacture of **shear blades.**

Manufacture of **load tested chains**—5/10 tons per 24-hour day.

Manufacture of **pickers** for jute and and textile industry made from special synthetic rubber.

Write Rai Bahadur G.V. Swaika, Swaika Group of Industries, 18-B Brabourne Road, Calcutta, India.

Ecuador gets much of its insecticides from U.S.

A Spanish language survey on insecticides, prepared by the Ecuadorian Development Center (CENDES), indicates that Ecuador is largely dependent on U.S. imports for its supplies of insecticides and fungicides.

The report, available to US investors interested in exploring this field, states that as the Ecuadorian Government programs lead to development of scientific agricultural methods, demands in 1970 should reach 3,500 tons annually. CENDES concludes that establishment of a plant for mixing and packaging operations, using imported raw materials, should be feasible.

Copies of the report and further details are available from CENDES, P.O. Box 2321, Quito, Ecuador.

Tanganyikan hotel industry seeks foreign cooperation

With an already healthy and rapidly developing tourist industry, Tanganyika is increasing accomodations at existing hotels and lodges, but seeks cooperation of private enterprises for construction of 3 or 4 new buildings.

U.S. firms interested in a possible joint venture in the Tanganyikan hotel industry and wishing to obtain further information should write Office of International Investment, IRD, File 1-7011-3 (G) Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Ten European, Japanese firms seeking U.S. technical, capital assistance

Foreign producers solicit licenses for making central heating equipment, U.S. pharmaceutical specialties, many others

Ten overseas firms are interested in U.S. know-how and capital to produce asbestos products, automotive parts, central heating equipment, chemicals and chemical products, controlling and measuring devices, drugs, fabrics, food products, special tools, and water softeners.

Asbestos products

Belgium. License sought to produce asbestos items for automobile and railroad brakes. Ets. M.F. Valentyn, 124 avenue Odon Warland, Brussels, Belgium.

Automotive parts

Japan. Joint venture sought for production of universal-joint bearings by manufacturer of needle roller bearings and universal joints. Hikari Seiko Co., Ltd., Kuwana City, Mie Prefecture, Japan.

Central heating equipment

Belgium. Manufacturer of stoves and ranges seeks license to make central heating equipment. Fonderies et Poleries Nationales S.A., Fopona, 66 rue du Pont Neuf, Machelen, Brabant, Belgium.

Chemicals, chemical products

France. License sought by manufacturer for production of chemical products derived from naphtalene and bita-naphtol, organic coloring pigments, and neoprene-based glues. Mines et Produits Chimiques de Salsigne, 109 Bld. Pereire, Paris 17e.

Controlling, measuring devices

Germany. License sought to make measuring and controlling devices for automation. Metero-Maschinenbau Franz W. Prettl, 44-52 Bollstrasse, 7417 Pfullingen, Wuertt, West Germany.

Drugs

France. License sought by pharmaceutical firm to produce U.S. pharmaceutical specialties. Opodex, S.A., 18-20 rue Raymond Ridel, La Grenne-Colombes, Seine, France.

Fabrics

Sweden. License sought to make fabrics of synthetic fibers for wearing apparel. Kilsunds AB, Boras, Sweden.

Food products

Denmark. Producer of essences and concentrates of citrus fruits seeks license to make U.S. food or beverage items. H.N. Fusgaard A/S, 183 Valhojs Alle, Copenhagen-Vanlose.

Special tools

Germany. License sought to produce special tools for erecting prefab houses. Ruwag-Waerkzeugfabrik, Wagener & Co., 51 Haendelerstrasse, 56 Wuppertal-Cronenberg.

Water softeners

Belgium. License sought to manufacture water softeners and demineralizers. Technique et Distribution S.A., 249 Chaussee de Vleurgat, Brussels.

Seek licensing arrangement for tooth brush production

An Ecuadorian firm desires a licensing arrangement for manufacture of tooth brushes bearing the trademark of a well-known American firm. The firm's manager believes that rice pulp, in ample supply locally, could be used for tooth brush handles. U.S. equipment and know-how is required. Write Jorge Murillo, Manager, Jorge Murillo Febres Cordero Co., Guayaquil, Ecuador.

Extrusion plant proposed by Calcutta manufacturer

U.S. collaboration for establishing an extrusion plant is sought by the Oriental Electric and Engineering Co., Machinery and Fabrication Section, 1 & 2 Old Court House Corner, Calcutta 1, India. A plant complete with haul off, equipped for manufacture of injection molding equipment, is proposed. The firm is reputed to be long established as electrical material merchants, engineers and suppliers.

Indian province issues tenders on erecting refractory plant

The Director of the U.P. Government Cement Factory, Churk, Mirzapur, Uttar Pradesh, India has announced tender No. Refractory Project: No. F.B.-1 of 1963, with a bid deadline of October 15 for the supply of plant and equipment for the manufacture of 36,000 tons per year of refractories and refractory mortars. The production will be as follows: firebricks 30-45 $A1_2O_3$, 24,000 Tons PA; high alumina bricks from silliminite and bauxite, 3,000 Tons PA; special glass tank blocks, 3,000 Tons PA; refractory mortars, ramming materials and cement, 6,000 Tons PA; insulating bricks, 600 Tons PA.

The following equipment will be included: crushing and grinding units, processing and mixing machinery, moulding and pressing units, driers and kilns-shaft-tunnel and chamber, producer gas plant, laboratory, maintenance shop, conveyors and materials handling system.

The notification advises that the tender documents in quadruplicate may be obtained from the Director for $63 up to July 15. Interested firms might wish to contact the Director for the documents even though this date has passed. The India Supply Mission in Washington, D.C. has no copies of the tender but advised they would request the Director to extend both the application for tender date and the bid deadline.

A copy of the specifications is available on a short term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Room 4022, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230. (WOrth 7-5589).

NATO projects in Azores open to U.S. bidders

Two POL projects in the Azores, estimated to cost a total of over $5 million, have been opened to U.S. bidders under the international competitive bidding procedure of the North Atlantic Treaty Organization (NATO).

The first project, estimated cost $2.75 million, covers the erection of tanks and civil engineering works for a POL depot near Ponta Del Garda, San Miguel Island, Azores.

The work, to be carried out under a single contract, includes five 9,500 cu. m. tanks, five 1,750 cu. m. tanks, one 5,000 cu. m. ballast tank, concrete retaining walls for tank basins, pump house, fire fighting system, water system, roads. Completion time is 720 calendar days from signing of contract. Bids will probably be opened about the first of October.

The second project, estimated cost $2.4 million, covers supply and installation of electrochemical and telephone equipment at the above POL station near Ponta Del Garda. Included in the project are pipe, valves, fittings, pipelines, pumps, fire-fighting equipment, supply and installation of electrical and telephone equipment including a 150 kva standby generator. Completion time 720 calendar days. Bids will probably be opened about November 1.

Firms interested in bidding on the first project should express their intention by August 31 to Secretariado-Geral da Defesa Nacional Comissao Executiva de Infraestruturas OTAN (CEIOTAN), Concurso para a construcao dos Reservatorios e das Obras Civis do Deposito de POL OTAN em Ponta Delgada-Acores, Rua Cova da Moura 1, Lisbon 2, Portugal.

Firms interested in bidding on the second project should notify by September 7, Secretariado Geral da Defesa Nacional Comissao Executiva de Infraestruturas OTAN, (CEIOTAN), Concurso para o fornecimento e montagem das Instalacoes mecanico-electricas e telefonicas do Deposito de POL OTAN em Ponta Delgada-Acores, Rua Cova da Moura 1, Lisbon 2, Portugal.

A copy of the Portuguese announcement, in English, for each project is available on loan to eligible U.S. firms from BDSA's Commodity Export Staff, Rm. 4317, Department of Commerce, Washington, D.C. 20230.

Firms not already certified to participate in NATO bidding should send a resume of their qualifications to the staff as described in a brochure on NATO international competitive bidding program available from the Staff Office.

Mexico invites tenders on 'El Limon' project

Firms interested in bidding on construction in connection with the "El Limon" pilot project, Tabasco, Mexico, to be undertaken by the Grijalva River Commission of the Secretariat of Hydraulic Resources, are requested to submit data demonstrating their capacity to carry the work to completion.

These public works, which will be financed by Mexican Government funds and IDB credits, consist of: (1) land clearing and removal of trees; (2) a main canal; (3) dikes; (4) drainage systems; (5) road beds and culverts; (6) flood-gates and sluice-ways; (7) utilities, sidewalks, dwellings, other buildings for 12 new towns; (8) water and sewage systems for 12 new towns; (9) paving of roads, streets; (10) electric power and telephone net-works.

Applications must be filled by August 31 on special forms obtainable from the Commission, Paseo della Reforma, No. 77, 10th Fl., Mexico 6, D.F. at a cost of 50.00 pesos (US $4.00).

The Grijalva River Commission will issue written invitations to firms filing applications that, in its opinion, qualify to compete for the various contracts.

UN asks bids on drilling equipment for India

The United Nations' Purchase and Transportation Division, Room 2152, United Nations, New York, N.Y., has issued Invitation No. 3-3306, and Addendum 1, for sealed bids for export to India. The bids will be received until 2:30 p.m., August 28, 1963, and then publicly opened.

The following supplies and/or services required for delivery C&F Bombay are: 10 sets water testing equipment of the type shown in the invitation, and 10 diamond core drill rigs with diesel engines and necessary attachments, accessories and supplies in accordance with specifications and conditions noted therein.

The bidding documents, which include specifications, are available from the Purchase and Transportation Division.

Republic of China to buy dial telephone terminals

The Central Trust of China, as procuring agent for the Taiwan Telecommunication Administration, Taipei, Taiwan, has released Bid Request Documents for the procurement of 41,500 terminals of dial telephone central office equipment under Agency for International Development Loan No. 12. Complete sets of bidding documents, including drawings covering existing and interworking equipment, together with all necessary forms and other documents may be obtained from the Central Trust of China, 68 Yen Ping Nan Road, Taipei, or at the Central Trust's New York Office, at 61 Broadway, New York 6, N.Y., c/o Mr. J. C. Wei.

A non-refundable fee of $200, or equivalent in N.T. dollars, at the official rate of exchange will be required in return for each set of bidding documents issued. Documents may be examined free of cost at the Office of China Affairs, Room 4733, Agency for International Development, State Department Building, 21st & "E" Streets, NW., Washington, D.C. 00000. All equipment furnished in response to this invitation must be procured from and have origin in the U.S. Bid opening date has been set for September 12, in Taipei, Taiwan. SBC-290.

UAR planning to erect an ethyl alcohol plant

The Societe des Sucreries et de Distillerie d'Egypt, 12 Gawad Hosni Street, Cairo, United Arab Republic has issued notice of tender No. SE/6129 with a bid deadline of October 14 for 2 complete continuous distilling and rectifying plants producing ethyl alcohol out of fermented mash from sugar cane molasses. No capacity or further information is given.

Copies of the conditions of the tender, but not of the specifications for the plants, are available on a short term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Room 4022, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230. (WOrth 7-5589). It is suggested that interested firms might wish to contact the Societe directly. The UAR Embassy in Washington, D.C. has no information or copies of specifications on the project.

Australia wants antenna pattern plotting equipment

The Postmaster-General's Department, Melbourne, has issued tender notice # C 9262, calling for antenna pattern plotting equipment, comprising antenna turntable, polar coordinate recorder, position indicator, and accessories, for use in research laboratories. The bid deadline is October 17, 1963, at 3:00 p.m. Tenders should be submitted before that time to the Controller, Stores and Contracts, Postmaster-General's Department, 7th Floor, 114 Russell St., Melbourne, C.I., Australia.

Bid documents and specifications may be reviewed at the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Colombia seeking equipment for 5 power substations

The Corporation Autonoma Regional (CAR) of Bogota is inviting bids for the supply of materials and equipment for the Zipaquira, Cajica, Chia, Nemocon and Ubate distribution substations. Tender No. 1 includes transformers, 34.5 Kv. breakers or reclosers, isolating switches, load break switches, fuses, lighting arresters, instrument transformers, control and instrument boards, bus bars and insulators and 15 Kv. cables and potheads. The bid deadline for Tender No. 1 is September 17.

Tender No. 2 includes transmission lines and distribution systems for the areas of Zipaquira and Ubate. The deadline for Tender No. 2 is August 20.

Bids should be addressed to: Corporacion Autonoma Regional de la Sabana de Bogota y de los Valles de Ubare y Chiquinquira Bogota, D.E. Colombia.

One copy of the specifications is available, for review only, in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (WOrth 7-4242).

Iran asks tenders on 12 channel carrier telephone equipment

The Ministry of Posts and Telegraphs (PTT) of Iran is inviting bids for the supply of 12 terminal and intermediate line repeater bays for a 12-channel telephone carrier system working on open wire. Tender specifications No. TR6 and 7 with closing date September 11, 1963. This is a renewal of a tender advertised in March 1963 with a closing date of May 25, 1963.

The specifications are in English and the conditions in Persian. Tenders should be submitted to the Ministry of PTT, Planning and Development Department, Bimeh Pars Building, Avenue Saadi, Tehran, Iran.

A copy of the specifications and conditions of the project is available for review in the Communications Industries Division, BDSA, Room 4805, Department of Commerce, Washington, D.C., 20230 (Telephone: WO 7-4822).

Viet-Nam wants flight balloons radiosonde equipment, charts

The Central Purchasing Authority of Viet-Nam has issued Invitation for Bid #0932-10073, calling for 800 radiosonde equipments operating at the nominal frequency of 403 mc, powered by water activated batteries, with Baroswitch, Hygristor, and Thermistor. Also required are 1,100 water activated batteries, type W786, 1,000 flight balloons, and radiosonde recorder charts. The bid deadline is August 30, 1963.

Bids should be submitted to the Central Purchasing Authority, P.O. Box H-5, Saigon, Viet-Nam.

Copies of the bid documents may be reviewed at the Electronics Division, BDSA 308, Room 4119, Department of Commerce, Washington, D.C. 20230. (WO 7-4036).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BSDA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

JAPAN—Onions; requests price quotation cif Nagoya. Seiwa Trading Co., Ltd., 1-6, Sakomae-cho, Nakamura-ku, Nagoya. WTD 3/61.

013 Livestock Farms

ECUADOR—Breeding fowl: chickens, turkeys, geese. Golden Mix C.A., (importer, wholesaler, retailer, manufacturer), Calle Venezuela No. 209, P.O. box 3554, Guayaquil. WTD 7/17/63.

● **MOROCCO**—Cattle for breeding; 350 to 450 heifers with calf (unborn); 4 to 5 Frisian black piebald breed bulls. Tender No. 15; bid deadline 12 p.m., August 14. Office National des Irrigations, Boite Postale 432, Rabat. ★(Telephone: WO 7-4793).

104 Gold and Silver Ores

ITALY—Pure silver and silver ore concentrates; requests replies from producers only. Direct purchase and exclusive sales indent agency. Ditta Cesare Zannetti, Metalli Preziosi, (manufacturer, dealer), Via delle Carrozze 41, Rome.

200 Food

GERMANY—Canned fruits and vegetables, canned poultry; dried fruit, dried beans, Carolina rice; convenience food of all kinds, complete dinners, ready-to-eat frozen and canned foods; requests replies from canners and packers only, not agents, with price quotations cif Rotterdam. Medro Handelsgesellschaft Engels & Co. mbH, (importing distributor), 20-22 von-Werth-Str., 5 Koeln. WTD 10/10/61.

202 Dairy Products

IRAN—100 metric tons of powdered milk with a minimum of 26% butter fat. Y. Dadashzadeh & Sons Co., (manufacturer), 32 Ave. Bouzarjomahri, Tehran.

209 Food Preparations

AUSTRIA—Tung oil. F. J. Elsner & Co., (importer, wholesaler, agent), Innsbruck, Marktgraben 25, Tyrol. WTD 6/4/62.

BOLIVIA—Inedible tallow, 200 metric tons yearly; requests replies in Spanish. Fabrica de Jabones Patria S.A., (manufacturer), Calle J. Federico Zuazo 1950, Casilla 510, La Paz. WTD 6/19/63.

SURINAM—Refined, deodorized, clear, hydrogenated coconut oil; free fatty acid not to exceed 0.1%, to be used in manufacturing margarine. Surinam Industrial Enterprises, (margarine factory), P.O. Box 162, Paramaribo. WTD 9/62.

220 Textile Mill Products

HONG KONG—Cotton and rayon elastic braids and webbings of various designs and widths. The Unination Trading Co., Ltd., (importers, exporters, manufacturers representative), American International Bldg., P.O. box 945, 14 Queen's Rd., C., Hong Kong. WTD 8/1/62.

MOROCCO—All types of textile goods, principally printed flannel; requests replies in French. Mr. S.M. Benchetrit, (importer), 13 rue Mostafa el Maani, Casablanca.

All types of textile goods, man-made fibers, cotton and other synthetic textiles. Direct purchase and agency. Mr. Leon Ruimy, (agent), 65, Ave. Houmane Elfetouaki, Casablanca. WTD 7/22/63.

PHILIPPINES—Textile remnants: closeouts, seconds. Reytex, Inc., (importer, wholesaler), 307-309 Quezon Blvd. Ext., Quezon City. WTD 7/17/63.

221 Broad Woven Fabric Mills Cotton

IRAN—Fusible cotton interlining for shirts. Flower Shirt, (manufacturer, retailer), Jalil Attar, Chahar Bagh, Isfahan. WTD 7/13/63.

222 Broad Woven Fabric Mills, Man-made Fiber, Silk

IRAN—Shirting: plied yarn fabric, spun rayon; cotton-synthetic blend best quality. Flower Shirt, (manufacturer, retailer), Jalil Attar, Chahar Bagh, Isfahan. WTD 7/13/63.

224 Narrow Fabrics, Other Smallwares Mills

PHILIPPINES—Synthetic Fibers. Ramie Textiles, Inc., (manufacturer), 703 Makati Bldg., Ayala Ave., Makati, Rizal. WTD 3/7/63.

230 Apparel

HONG KONG—Men's, women's, children's outer, under garments. Leung Yew, Ltd., (importer, exporter), 805 Hang Seng Bank Bldg., 77 Des Voeux Rd., C., Hong Kong.

PHILIPPINES—Leftover wearing apparel; requests replies from manufacturers only. Reytex, Inc., (importer, wholesaler), 307-309 Quezon Blvd. Ext., Quezon City. WTD 7/17/63.

234 Women's, Misses', Children's, Infants' Under Garments

GERMANY—Nightgowns; shorties of man-made fibers; requests catalogs, price quotations cif Hamburg. J. Winckler, (importer), Jungfernstieg 51, Hamburg 36. WTD 1/24/63.

239 Fabricated Textile Products

DENMARK—Toilet seat covers; especially interested in "Peerless" brand. Messen, Hilligsoe, Koedt & Co., (mail order house, department store), Kobmagergade 42, Copenhagen K. WTD 9/25/62.

ENGLAND—Trimmings for lingerie. Laces & Trimmings Div., Raywarp Textiles, Ltd., (manufacturer, exporter), Alfred St., N., Nottingham. WTD 2/8/63.

241 Logging Camps

■ **KOREA**—Logs, Douglas fir and/or Hemlock, Sitka Spruce, White fir; Western red cedar; Port Orford, Ponderosa pine. No. 3 and/or better, top dia., 8" and up, length 12' and up. 1,200,000 b.f. FFO-SAI-3-633. Cheil Wool Textile Inc. Co., Ltd., #105, Chimsan-Dong, Taegu.

■ Logs, Douglas fir, W.C. Hemlock, Sitka spruce, white fir, Western red cedar, No. 3 or better, fresh cut, top dia. 8" and/or up, length of 12' and/or up. FFO-SAI-3-634. Subject to AID Provisions G.H.I. & J.

Copies of all offers to be sent air mail to the Bank of Korea, Attn: AID Section, and to the Director, U.S. AID/Seoul. Bid deadlines August 23. Fas/fob U.S. ports, c&f/cif Korean ports; U.S. flag liner vessel/U.S. tramp or non-U.S. flag liner/non-U.S. flag tramp vessel. Hankuk Glass Industry Co. Ltd., No. 5 Namchang-Dong, Choong-Ku, Seoul.

■ Logs, W.C. Hemlock, Douglas fir, white fir, Sitka spruce, Ponderosa pine, Western yellow, Oregon pine, Western red cedar, Port Orford Cedarm Incense cedar, No. 3 or better, fresh cut, top. dia., 8" to 30", length of 12' up, approx. 4,000 mbf. Brereton scale. FFO-SAI-3-636. Shin Heung Lumber Co., Ltd., 22, Jekidong, Dongdaimoonku, Seoul.

■ Logs, Douglas fir, and/or W.C. Hemlock, Sitka spruce, white fir, Western red cedar, No. 3 or better, fresh cut, top dia. of 8" and/or up, of 12' or longer. Ref. No. FFO-SAI-3-632. Kwang Myung Lumber Co., Ltd., 428 Bumil-Dong, Dong-ku, Pusan.

■ Logs, Douglas fir, and/or W.C. Hemlock, Sitka spruce, white fir, Western cedar, Port Orford cedar, Ponderosa pine. No. 3 and/or better, top dia. 8" and up, length 12' and up, about 400,000 b.f. Ref. No. FFO-SAI-3-631. Shin Jin Timber Co., #66, Kwan Chull-Dong, Chongro-ku, Seoul.

Both the above are for PA#489-570-000-356-3205. U.S. source. Quotation deadlines August 23. C&f/cif Pusan and/or Inchon, and/or fas/fob U.S. ports. Freight must be shown on U.S. tramp and/or U.S. commercial liner vessel, and/or non-U.S. tramp and/or non-U.S. liner vessel. Subject to AID provisions G.H.I.&J. Copies of all offers made to be sent air mail to the Bank of Korea, Attn: AID Section, and to the Director, USAid/Seoul, c/o American Embassy, Seoul. SBC-291.

242 Sawmills, Planing Mills

■ **KOREA**—Lumber, Douglas fir, and/or Loblolly pine and/or leaf pine, W.C. Hemlock, Sitka spruce, white fir, Western red cedar, No. 1 or 2 or 3, merchantable grade, 12" x 12" and/or larger, 12' and/or longer, approx. 600 mbf. Ref. No. FFO-SAI-3-630. Kwang Myung Lumber Co., Ltd., 428 Bumil-Dong, Dong-Kum Pusan. Quotation desired by August 3. SBC-291.

260 Paper Products

GERMANY—De-paraffined board and paper for drinking cups; requests replies in German. Homburger Papierfabrik Wilhelm Geldmacher, (manufacturer), 5221 Homburger Papiermuehle ueber Waldbroel Bez. Koeln. WTD 11/5/62.

261 Paper Mills, Products

■ **CHINA**—Semi bleached kraft pulp, softwood, airdry basis, 49 mt.; ge. brightness not less than 74 with strength properties, not inferior than following date at Canadian Freeness of 300 cc., according to Tappi procedures, breaking length, 7,500 m. up, burst factor 75 up, tear factor 120 up, folding 3,000 up, ash content below 0.50%, fibre length, average 3 mm. and up.

■ Semi bleached kraft pulp, 51 mt., softwood, airdry basis, ge. brightness not less than 74 with strength properties not inferior than the data at Canadian Standard Freeness of 300 cc. according to Tappi procedures, breaking length 7,500 m. up, burst factor 75 up, tear factor 120 up, folding 3,000 up, ash content, below 0.50%, fibre length, average 3 mm. and up.

Both the above are for PA No. 484-5912-000-253-3216. Reference No. 075. U.S. source. Quotations desired by August 18. Darcon Paper Mfg. Co., Ltd., 59, Hankow St., Sec. 1, Taipei. C&f Keelung. SBC-300.

HONG KONG—Toilet paper; requests replies from manufacturers only. Leung Lew, Ltd., (importer, exporter), 805 Hang Seng Bank Bldg., 77 Des Voeux Rd., C., Hong Kong.

264 Converted Paper, Paperboard Products

● **CEYLON**—Mult-wall kraft shipping sacks, 2,400,000 sacks, 1,600,000—4 ply, 800,000—3 ply, min. wt. 72 gr. per sq. m. ply. Burst 37 lb. sq. in. ply.—size 16½ x 3 x 30 in. between stitched seams—valve 3⅜ in.—packed 100 each in two layers kraft paper—tied sisal rope twice lengthwise—four crosswise—bid deadline 9:30 a.m., August 23. Ceylon Cement Corp., 287 Galle Rd., Colpetty, Colombo 3. ★(Telephone: WO 7-3965).

FRANCE—Novelties in wrapping materials. Direct purchase and agency. Ets. Lang & Viennet, (manufacturer, wholesaler), 4 rue de la Houblonniere, Colmar, Haut-Rhin. WTD 11/28/62.

HONG KONG—Stationery; requests replies from manufacturers only. Leung Yew, Ltd., (importer, exporter), 805 Hang Seng Bank Bldg., 77 Des Voeux Rd., C., Hong Kong.

265 Paperboard Containers, Boxes

BARBADOS—Ice cream containers, 4 oz., 8 oz., to be used for serving; orders approx. 10,000 at a time; requests price quotations per 1,000 containers. The Spark Agency, (snack bar operator), "Windsor Villa," Bay St., Barbados. WTD 6/20/63.

273 Books

SWEDEN—Scientific abstracts, (eg. "Gas Chromatography Abstracts," "Food Processing Abstracts"). Direct purchase and agency. Bethlehem Trading Co., (importer, agent), Fack, Goteborg 42. WTD 7/9/63.

276 Manifold Business Forms Manufacturing

GERMANY—Office forms and stationery supplies to complement production line of forms, order books, bills of exchange forms, and receipts. Exclusive distributorship for Germany. Zweckform-Werk GmbH, (manufacturer), Oberlaindern-Holzkirchen/Obb.

281 Industrial Chemicals

BELGIUM—Industrial chemicals; requests replies in French. Direct purchase and agency. Etablissements Debauche & Fils S.A., (importer, dealer), 25, rue des Chaufours, Peruwelz. WTD 7/19/63.

GERMANY—Emulsifiers, additives and inhibitors for mineral oils. Exclusive distributorship on direct purchase and commission agency for Western Europe. Sudfeldt & Co., Chemische Fabrik, (manufacturer, importer, exporter, wholesaler), 11 Bruchstr., Melle.

■ **KOREA**—Long list of various color dyes and acids, large quantities. Ref. No. FFO-SAI-3-675. PA#489-390-901-356-3206. Limited worldwide (901). Quotations desired by August 19. Seoul Weavers & Dryers Cooperative, 17, Jookyo-dong, Chung-ku, Seoul.★ C&f and/or cif Pusan, U.S. liner vessel. Copy of all offers to be sent air mail to Bank of Korea, attn: AID Section, and to the Director, USAID, Seoul, c/o American Embassy, Seoul. SBC-299.

PHILIPPINES—Textile chemicals. Ramie Textiles, Inc., (manufacturer), 703 Makati Bldg., Ayala Ave., Makati, Rizal. WTD 3/7/63.

Fine chemicals to be used in the manufacture of cosmetics. Cromwell Commercial Co., Inc., (manufacturer), Box 1814, Manila.

Propellants for aerosol products. Cromwell Commercial Co., Inc., (manufacturer), Box 1814, Manila.

Arsenic; soda ash. Republic Glass Corp., (manufacturer), Pasig Rizal, Box 3144, Manila. WTD 7/31/62.

282 Synthetic Materials

PAKISTAN—Acrylic plastic sheet: 4'x3', in ivory, peach, pale yellow colors; unwrought plastic sheet: 4'x3', in ivory, peach, pale yellow colors. Stainless Cutlery Works, (manufacturer), G.T. Rd., P.O. box 3, Wazirabad.

283 Drugs

● **BURMA**—Sodium thiosulphate b.p. mesh powder, 4,500 kg. Tender No. 63/404, bid deadline August 10. The Purchasing Mgr., Burma Pharmaceutical Industry, P.O. box 416, Rangoon.★ (Telephone: WO 7-3394).

● **CEYLON**—Acetylsalicylic acid (aspirin), codein phosphate, each tablet containing: acid acetylsalicylic b.p. (0.5G) 8 grains codeine phosphate b.p. ⅛ grains (8mg.); 3 million tablets, packed in bottles of 1,000 tablets, screw-cap, airtight bottles. Bid deadline September 24. Ministry of Health and Housing, P.O. box 500, Colombo.★ (Telephone: WO 7-3394).

ECUADOR—Raw materials used in the manufacture of pharmaceutical products, such as camphor, balsamic oil, lobelia extract. Sociedad Ecuatoriana de Representaciones y Agencias, S.A., (SERIA), (manufacturer, importer), 9 de Octubre 501-503, P.O. box 116, Guayaquil. WTD 7/8/63.

Feed additives; vitamins, antibiotics, minerals. Golden Mix C.A., (importer, wholesaler, retailer, manufacturer), Calle Venezuela No. 209, P.O. box 3554, Guayaquil. WTD 7/17/63.

■ **INDIA**—Medicinal, pharmaceutical preparations, 238 items, such as thioglycollate; sulcitol; maltose; bismuth; solution tc earle; streptolysin o reagent; auremycin; penicillin; laboratory equipment, such as euscope; illuminator; reticule; filter; lens; pipet; resistor; condenser; weights; forceps; thermometer; replacement parts for Fisher electrophotometer; replacement parts for Van Slyke manimetric blood gas apparatus; replacement parts for Beckman zeromatic ph meter. Tender No. B-1122. PIO/C No. 386-P-54-AA-9-30250. Limited worldwide (901). Bid deadline September 4. Institute of Medical Sciences, Osmania Medical College, Hyderabad, Andhra Pradesh. Specifications and conditions may be obtained by requesting tender No. from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-291.

286 Gum, Wood Chemicals

PHILIPPINES—Dyestuffs for textile industry. Ramie Textiles, Inc., (manufacturer), 703 Makati Bldg., Ayala Ave., Makati, Rizal. WTD 3/7/63.

289 Chemical Products

GERMANY—Lapping pastes. Direct purchase and agency. Friedrich Kreisel Jr., (wholesaler), Innsbrucker Platz 1, Berlin-Schoeneberg.

PHILIPPINES—Essential oils to be used in the manufacture of cosmetics. Cromwell Commercial Co., Inc., (manufacturer), Box 1814, Manila.

291 Petroleum Refining

GERMANY—Lubricating oil for industrial purposes and cars. Mirag Mineraloel Gesellschaft mbH, (wholesaler, importer), Postfach 5, 5 Koeln-Braunsfeld 2. WTD 1/30/63.

Extra light fuel oil, 10-15,000 tons monthly; requests replies in German with price quotations cif Rotterdam. A.J. Lenzen, Mineraloel-Handelsgesellschaft mbH, (importing distributor, wholesaler), Postfach 13, 4051 Breyell/Rhld. WTD 1/9/63.

GREECE—Light fuel oil or mazout. Direct purchase and agency. Soulis Bros., (manufacturer, sales agent, importer), 57 Stournara St., Athens. WTD 7/17/63.

ITALY—Crude oil, gasoline, diesel oil, kerosene, fuel oil for home heating, lubricants. Olympic Fuel Oil, (importer), via Quattro Fontane 16, Rome.

Fuel oil for home heating. Petrol Co., (importer, wholesaler), Viale Mazzini 9, Rome.

299 Products of Petroleum and Coal

ITALY—Diesel oil, lubricating oils, automobile greases. C.L.A.S.A., Carburanti Lubrificanti Affini, S.p.A., (importer, wholesaler, agent), via del Circo Massimo 7, Rome.

301 Tires, Tubes

GERMANY—Tires with and without tubes. Erich Kersting, (wholesale distributor), Bahnhofstr. 21, Kassel.

307 Plastics Products

GERMANY—Finished plastic foils for curtains, draperies, table covers; requests replies in German. Gummi-Kalmann, (retailer, wholesaler), Postfach 3509, 48 Bielefeld. WTD 11/6/62.

311 Leather Tanning, Finishing

BELGIUM—High quality tanned skins: sueded sheep and lambskins, shearlings, genuine elk, deer, python skins; requests replies in French. J. Ryder, (manufacturer), 12, rue de l'Autonomie, Brussels. WTD 7/18/63.

311 Leather Tanning, Finishing

GERMANY—Fine leather (nappa leather), soft, thin finish; suede leather: sheep, goat and mixtures; naturally shrunken leather; requests replies in German from manufacturers only; price quotations F.O.B. New York. Josef Stehling, (manufacturer), 8755 Alzenau/Ufr., Postfach 48, Munich. WTD 7/18/63.

313 Boot, Shoe Cut Stock, Findings

GREECE—Insoling material for the shoe industry. Direct purchase and agency. John G. Lambrakis, (importer, wholesaler, sales agent), 6 Avramiotou St., Athens (116). WTD 7/22/63.

HONG KONG—Shoe leather; requests replies from manufacturers only. Leung Yew, Ltd., (importer, exporter), 805 Hang Seng Bank Bldg., 77 Des Voeux Rd., C., Hong Kong.

325 Structural Clay Products

ITALY—Special baked, granulated clay used as a light-weight filling material in reinforced concrete construction. Direct purchase and agency. Rag. E. D'Alessio, (importer, dealer), via Panaro 3, Rome. WTD 3/16/62.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

GERMANY—Abrasives. Direct purchase and agency. Friedrich Kreisel Jr., (wholesaler), Innsbrucker Platz 1, Berlin-Schoeneberg.

KENYA—Acoustical sheeting. Pearsons, Ltd., (architectural supplies), P.O. box 7440, Nairobi. WTD 7/10/63.

330 Primary Metal Industries

HONG KONG—Stainless steel cuttings; requests replies from manufacturers only. Leung Yew, Ltd., (importer, exporter), 805 Hang Seng Bank Bldg., 77 Des Voeux Rd., C., Hong Kong.

331 Steel Mill Products

■ **INDIA**—Silicon core iron, fine grain uniform quality, magnetic core alloy, hot rolled, annealed, pickled, standard size tolerances. Analysis especially adapted for making armatures, pole pieces, core pin of relays, ⅞" dia. round, 3,000 kg.; 1"x5/16" flat, 1750 kg.; ⅛x¾ flat, 300 kg.; 1.⅜"x⅜" flat, 700 kg. C.i.f. Import license No. DL/55/475/03101/0042. M/s. Saxby & Farmer, (India), Pvt., Ltd., 17, Convent Rd., Entally, Calcutta 14.

■ Stainless steel sheets plates, circles, in coils of 4' width and each of 2 mt. in annealed, pickled conditions, 2d on both sides, to aisi 316, or equivalent, 5 mt. IL#DL/55/81/03301/0128. Larsen & Toubro, Ltd., I.C. House, Dougall Rd., P.O. box No. 278, Ballard Estate, Bombay 1.

■ Tool and die steel for the manufacture of press tools, dies, used in the production of electrical laminations for motors, fans, meters, chokes, high carbon, high chromium. IL#DL/55/39/03201/0102. Devidayal Stainless Steel Industries, Pvt., Ltd., Stampings Div., Gupta Mills Estate, Reay Rd., Bombay 10. Cable DEVISTEEL.★

All the above are for loan No. 386-H-082. U.S. source. Quotations desired by August 18. SBC-297.

● **IRAN**—Iron sheets, 75mm. x 1 x 2 m., 1450 sheets. Bid deadline August 20. Tender documents, specifications can be obtained from the

Iranian State Railway, Purchasing Dept., Tehran.

■ **PAKISTAN**—M.S. billets, open hearth, prime quality, conforming to sae 1020. Tensile strength 28/33 tons per sq. in., size 2″ sq. in standard lengths of 18′/20′ with usual maximum 10% shorts, with works test certificate and heat mark number on each billet. SA value, $139,230. Import license No. 239400. Loan No. 391-H-066. U.S. source. Union Steel, Ltd., W. Wharf Rd., Karachi. Cable: METALHARD, Karachi. Bid deadline August 19.

■ Tinplate, 0.50 lb., electrolytic coating 107/108 lb. base, packed in multiple steel containers weighing approx. 1 ton, full paper-lined, standard wire strapped. 112 sheets per box, 18⅞″x28⅛″, 5247 boxes; 20⅝″x31⅛″, 1749 boxes. IL#243395. Esso Standard Eastern, Inc., Finlay House, McLeod Rd., Karachi. Cable: INTERPURCH, New York. Loan No. 391-H-066. U.S. source. Bid deadline August 19. SBC 295.

■ Electrical steel sheets, unpickled, unoiled, insulated, 8′x3′, $29,181; mild steel plates, 8′x4′x10 gauge, $2100; mild steel sheets, cold rolled, annealed, commercial size 6′ or 8′x3′x 20 gauge, $2100; m.s. bright shaftings, size 1″ and 1½″ dia., $750; alloy steel size ranging from ⅛″ to 11″ in round, flat or square, $2100; galvanized iron or black iron, 6 gauge, $100; mild steel black pipes, ¾″ dia., lengths 16/22′, $2100. C&f Karachi. Import license No. 245387. Metalex Corp., Ltd., Curamkhan St., Lawrence Rd., Karachi 3. Cable: ELECTFANS. Bid deadline August 19.

■ Bright steel nail wire, hard drawn, suitable for making wire nails, confirming to standard U.S. specifications, in catch-weight coils, 6,7,8,9,10,11,12,13,14,15,16,17,18,19 and 20 gauge, $6,785, c.&f. IL#255303. Capital Wire Nail Co., Block B-B/24/2, Shershah Colony, Karachi. Bid deadline August 20.

■ Cold rolled mild steel sheets, bright finish, packed in metal containers, 16 usg 36″x96″, 12 lt.; 26 usg 36″x96″, 12 long tons; bright nail wire, 6 & 8 swg, equal quantities, f.o.b., f.a.s., 100% U.S. flag vessel. IL#33264. Habib Industries, Ltd., C-Block, Shershah Colony, Karachi. Cable quotations accepted. SBC-295.

■ Bright steel hard drawn nailwire, prime, commercial quality, bwg 10,12,14,16,17 in catchweight coils of about 120 to 140 lb. C&f Karachi, import license No. 330564. Dollar amount $6,785. Bid deadline August 20. The Jupiter Industries, Udgavdas Tarachand Rd., Opp. Shoe Market, Off Lawrence Rd., Karachi.

■ M.S. billets in standard quality with works certificate and heat mark stamped 1/5 prime quality, to sae 1025, size 2″x2″, 2½″x2½″, 3″x3″, 18′ and above, loose packing. C&f basis. $251,105. IL#239158. Hardware Manufacturing Corp., F/44, Mauripur Rd., Karachi 13. Bid deadline August 20. Hardware Manufacturing Corp., F/44, Mauripur Rd., Karachi 13.

■ Mild steel billets, to sea 1020/1025 Thomas, open hearth, tensile strength 28/33 per sq. in. Min. elongation 20% sulphur and phosphorous not exceeding 0.06% in lengths of 18/20′. Each billet heat marked, size 2″x2″, 2½″x 2½″, 3″x3″ sq., insurance buyers account. Dollar amount $678,307. IL#s 092425, 092423, 273328, 133088. East Bengal Trading & Industrial Corp., Ltd., Steel House, Ferengee Bazar, Chittagong. Cable: AXLE. SBC-295.

■ Galvanized corrugated steel/iron sheets, prime quality zinc coating 1.25 oz. per sq. ft. both sides 10/3″ corrugation 5/8″ deep, 32″ wide after corrugation, BG-24 & 26, butt-weld equivalent to European type seamless, standard U.S. weights and sizes, 20-22 ft. long, coupling screwed on at one end and thread protector at other. U.S. threads and coupling and British threads and couplings per 100 running feet, size ½″ to 3″ and 4″ to 8″. Dollar amount $6,300. Import license No. 286908. M. Nurul Karim, Chittagong. Bid deadline August 19.

■ Steam pipe, ½″, ¾″, 1″, 1¼″, 1½″, 3″; M. S. angles, 2″x2″x¼″, 2½″x2½″x⅜″, 3″x3″x⅜″; box section pig iron. $7,100.11. IL#130086. Karnafully Engineering Works, Ltd., Strand Rd., Chittagong. Cable: KEW. Bid deadline August 17.

■ Galvanized iron/steel corrugated sheets, 1.25 oz. coating, 10/3″ corrugations, 32″ wide, bg 24, 26x3′x6′x10′. Import license 269278. Dollar amount $50,000. Quotations desired by August 16. M/s. Md. Nurul Hoque & Other, Patuakhali, Barisal. SBC-295.

● Boiler tubes, solid or cold drawn, 2¼″x11 s.w.g. —16′—2′—2″; 2″x11 s.w.g. —11′—8″; 2¼″x11 s.w.g. —15′—3″; 2⅛″/2x11 s.w.g. 16′—7½″; 1¾″x11 s.w.g. —11′—8″; 2″x11 s.w.g. —17′—8″. Tender No. P6-Eal-BG-17-63, bid deadline September 3. Tender documents and drawings may be obtained from Controller of Stores, Pakistan Eastern Railway, Paharatali, Chittagong, East Pakistan.

Stainless, steel; sheet: AISI 430, 13 to 18 gauge; AISI 302 or 304, 18, 20, 22 gauge; bars: AISI 430, ½″, ⅜″, ⅝″ diameter; AISI 420, ½″, ⅝″ diameter. Stainless Cutlery Works, (manufacturer), G.T. Rd., P.O. box 3, Wazirabad.

PHILIPPINES—Steel sheet piles. Machinery & Engineering Supplies, Inc., (importer, wholesaler, retailer, indentor), Ayala Ave. South Dr. Corner Camagong, Makati, Rizal. Box 1845, Manila. WTD 3/14/63.

● **SUDAN**—Light rails, 35 lb/yd., 71 km. double new steel rails to British revised section having two holes at each end ⅞″ dia. at 3½″ centers to suit standard fishplates, in lengths of 30 ft., complete accessories for same. Bid deadline September 3. Baling cotton ties, 18 mm. x 1 mm. x 2380 mm., 1730 tons, cold rolled, blued, coiled with perforations at the ends. Bid deadline August 25. The Sudan Gezira Board, Supplies Dept., Barakat.★ (Telephone: WO 7-2363).

332 Iron, Steel Foundries

ECUADOR—Round iron, malleable: ¼″ dia., 20 ft. lengths; ⅜″ dia., 30 ft. lengths; ½″ dia., 30 ft. lengths; 58″ dia., 30 ft. lengths; requests replies in Spanish; quotations cif Guayaquil. Direct purchase and agency. Importadora Jas, (importer), Calle Santiago 122, P.O. box 3056, Quito. WTD 9/17/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

ECUADOR—Plane surface galvanized tin sheets: 1/64″ thick (30 gauge); 3 ft. wide; 5 ft. 9 in. long. Direct purchase and agency; requests replies in Spanish; quotations c.i.f. Guayaquil. Importadora Jas, (importer), Calle Santiago 122, P.O. box 3056, Quito. WTD 9/17/62.

HONG KONG—Brass sheets; brass wire; requests replies from manufacturers only. Leung Yew, Ltd., (importer, exporter), 805 Hang Seng Bank Bldg., 77 Des Voeux Rd., C., Hong Kong.

● **IRAN**—Supply of telephone cable, C-8 quad type trunk voice frequency, 87,520 yd., tender No. 1675/ST; approx. 872,000 yd. of tci- 0.4 mm. dia. conductors, dry core, air spaced, unit, twin or star quad local cables, paper insulated, lead antimony sheathed. Both bid deadlines September 2. The Ministry of P.T.T., Planning and Development Dept., Bimeh Pars Bldg., Ave. Saadi, Tehran. General conditions in Persian. A copy of tender documents available for reference only in Copper Division, Rm. 4806, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-2162).

● **NEW ZEALAND**—Supply of copper clad steel open wire telephone conductor, gauge no. 6 b&s (0.162″ dia.) 4% conductivity, 2 miles. Tender No. SHD-1398, bid deadline August 23. Stores Mgr., New Zealand Electricity Dept., Wellington C.I. Specifications available from New Zealand Government Senior Trade Commissioner, (63/149), 1145 19th St., NW., Washington, D.C. 20036. (Telephone: WOrth 7-2162).

● **TURKEY**—Various cables: one kv. underground cable (1,000 yd.), 500 v. lead-sheathed cable, (4,600 yd.), one kv. armoured cable (15,700 yd.). Tender No. 3001-333, bid deadline August 12. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Telephone: WOrth 7-2162).

● **WEST INDIES**—Supply, installation of 33,000 v., 3,300 v., 1,100 v., various other types of power, communication cable, approx. 50,000 yd.; tender No. 718, bid deadline October 21. Trinidad and Tobago Electricity Commission, Port of Spain, West Indies. Specifications available from Messrs. Preece, Cardew & Rider, 8-12, Queen Anne's Gate, Westminster, London, SW.1 at $42.00 per copy.★ (Telephone: WOrth 7-2162).

342 Cutlery, Hand Tools, General Hardware

BELGIUM—Hardware products; interested in anything in the hardware field. Direct purchase and agency. S.C. Intergros, (wholesaler cooperative for hardware products, imports from Europe), 38, rue Vanden Branden, Brussels 1. WTD 7/16/63.

GERMANY—Tire-changing equipment. Erich Kersting, (wholesale distributor), Bahnhofstr. 21, Kassel.

ITALY—Stapling pliers of the hog ring type for installing covers on automobile seats; requests catalogues, price quotations cif Italian port, samples if possible. Direct purchase and agency. Autoforniture M.A.R.A., (wholesaler), Vicolo della Moretta 13, Rome.

KENYA—Hardware items, particularly locks. Pearsons Ltd., (architectural supplies), P.O. box 7440, Nairobi. WTD 7/10/63.

NETHERLANDS—Band saw blades, high quality; requests immediate offers. Germa-Hengelo, (manufacturers' representative), Oldenzaalsestraat 33, Hengelo.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Radiator, baseboard radiator, boiler for central heating system; bathroom equipment and accessories (except bath-tub); requests price quotations cif Hamburg. Ahlmann-Carlshuette K.G., (manufacturer), P.O. box 780, Rendsburg. WTD 6/11/63.

MEXICO—Spray nozzles; requests replies from manufacturers only. Molina Font Maquinaria, S.A., (assembler, manufacturer), Apartado Postal (P.O. box) 8719, Dr. Valenzuela No. 68, Mexico 7, D.F. WTD 4/30/63.

344 Fabricated Structural Metal Products

ECUADOR—Galvanized (interior, exterior) tin hot water tanks; 30 and 40 gal. capacity; constructed so that thermostatically controlled electric heating unit may be installed; direct purchase and agency; requests replies in Spanish; illustrated literature, quotations c.i.f. Guayaquil. Importadora Jas, (importer), Calle Santiago 122, P.O. box 3056, Quito. WTD 9/17/62.

GREECE—Boilers. Direct purchase and agency. Soulis Bros., (manufacturer, sales agent, importer), 57 Stournara St., Athens. WTD 7/17/63.

● **IRAQ**—Supply two 145 hp. boilers horizontal type, 5,000 lb. steam per hr. at 212°, working pressure 250 lb. P.S.I. for Khanagin Oil Fields. Tender No. 30/63 closes August 17. Specifications may be obtained from the Government Oil Refineries Administration (GORA), Baghdad upon payment of $2.80 each (postage free). One copy of specifications available for review only in Rm. 4124, Power and Electrical Equipment Div., BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

349 Fabricated Metal Products

GERMANY—Valve fittings. Direct purchase and agency for Germany and EEC countries. Spezialfabrik Lorch Ges. & Co. KG, (manufacturer), 22 Bahnhofstr., 7035 Waldenbruch b. Stuttgart.

Fittings for steel cable. Eduard Pfeifer, (manufacturer), Augsburgerstr. 84, Memmingen/Allgau.

MEXICO—Pneumatic valves; requests replies from manufacturers only. Molina Font Maquinaria, S.A., (assembler, manufacturer), Apartado Postal (P.O. box) 8719, Dr. Valenzuela No. 68, Mexico 7, D.F. WTD 4/30/63.

352 Farm Machinery

ECUADOR—Light agricultural machinery; particularly small tractors, snap sack sprayers, other types of spray irrigators. Compania Agro-Quimica Industrial, S.A., (importer), V.M. Rendon 430, P.O. box 926, Guayaquil. WTD 6/25/63.

353 Construction Machinery

● **AUSTRALIA**—Two pneumatic-tired land levelers with approx. 60-80 ft. wheelbase, equipped with 10 or 12 ft. moldboard; desires machine equipped with both manual and hydraulic controls. Special quotation No. C 1896, bid deadline August 26. State Stores Board, 50 Margaret St., Brisbane, Queensland.★ (Telephone: WO 7-5566).

BELGIUM—Materials handling equipment. Direct purchase and agency. Etablissements Daniel Doyen S.A., (automotive parts, bearings, industrial equipment), 31-34, Blvd. du Midi, Brussels. WTD 7/63.

GERMANY—Gear boxes, hydraulics, pumps, axles, electrical equipment for graders. Direct purchase and agency. Maschinenbau Ulm GmbH, (manufacturer), Eckstr. 37½, Neu-Ulm.

● **INDIA**—Tracklaying tractors, min. 230 Diesel hp., four; hydraulic ripper attachments, three-tooth, two; concrete grouting machine, one; gasoline-operated earth compactors, ten. Tender No. SP/B/123/Guj/13/63-64, bid deadline September 26. Director of Industries & Central Purchasing Officer, Government of Gujarat, Block 0-18, New Civil Hospital Annexe, Ahmedabad 16. Tender Documents $12.81 per set. Airmail charges $.84 per set.

ISRAEL—Building and road construction machinery and equipment; particularly concrete stair, floor tile laying machines. Direct purchase and agency. A.I. Milstein, Ltd., (importer, wholesaler, agent), 125 Allenby Rd., P.O. box 525, Tel Aviv.

MEXICO—Mixers; requests replies from manufacturers only. Molina Font Maquinaria, S.A., (assembler, manufacturer), Apartado Postal (P.O box) 8719, Dr. Valenzuela No. 68, Mexico 7, D.F. WTD 4/30/63.

354 Metalworking Machinery

AFGHANISTAN—Portable cylinder reboring machine; valve testing equipment; valve regrinding equipment; crankshaft grinding machine, hydraulic ram; requests descriptive brochures; price quotation cif Karachi and insurance up to Kabul. Noor Mohammed S/O Mirzamohammed, (importer), Ahmed Shahi Market, Kabul.

BELGIUM—Portable electric tools; requests replies from manufacturers only. Direct purchase and agency. Maison J. Fameree S.P.R.L., (distributor of machine tools, metal, stone working), 85, rue Alphonse Renard, Brussels 6. WTD 7/19/63.

GERMANY—Gear shaper (a machine to hob out the pitch of the gear tooth system). Buessing, (automobile works), Braunschweiger Weg 74, Walle—Kreis Gifhorn.

Machinery for production of cables, cable transporting trailers, new types of cable laying equipment. Direct purchase and agency. Maschinenbau Hafenhuette Peter Lancier, (manufacturer), Postfach 911, 44 Muenster/W. WTD 11/26/62.

355 Special Industry Machinery

■ **CHINA**—No. 55 cross gear tooth chamfering machine, one set, including various features and equipment; extra tooling, long list of items; electrical equipment; Lapointe HP40, 20 ton, 72" stroke horizontal hydraulic broaching machine, complete, including extras. Ref. No. 075. C&f Keelung. PA#484-000-253-3214. U.S. source. Quotations desired by August 18. Yue Loong Motor Co., Ltd., 16 Sin Yang St., Taipei.★ SBC-300.

CONGO REPUBLIC—Machines for manufacturing candy; cookies, (biscuits); chocolate. Mr. Robert Grivegnee, Director, V.A.P., (Victoria-Aiglon-Parein), (manufacturer), B.P. 2159, Elisabethville, Katanga.

ECUADOR—Machinery used in manufacturing cosmetics. Envasadora de Cosmeticos y Aerosoles, S.A., (manufacturer), Ventas Generales del Ecuador, P.O. box 4248, Guayaquil. WTD 6/7/63.

GERMANY—Paper-cutting machines for endless paper forms used in tabulating machines; smaller machines preferred, competitively priced. Paul G. Groeber, (manufacturer), Karl-Kuntz-Weg, Mannheim-Neuostheim.

■ **INDIA**—Machinery according to The Torrington Manufacturing Co., Torrington, Conn., or equal: Shadow weighing machine, clock type torque wrenches, spinning riveting hammer for hubs, steel rule bender machine, double inlet riveting machine, centrifugal wheel closing machine, strips to end rings, fixing jigs, spider twister with tools, two sets of dies, sets of testing equipment, gauges, jigs and fixtures, including 7 items. Loan No. 217. U.S. source. Import license No. AU/GL/MTC/11/DLF/217/962. Ref. No. 63(193)/63-AID(1). Quotations desired by August 20. Aircon Industries, Pvt., Ltd., 17 Annexe, C.S.D. Estate, Chatkopar, Bombay 77.★ SBC-297.

■ Punches; drill press; condenser block; oscilloscope, switch, electronic; cutter, glass disc; manometer; potentiometer; band saw; disc, optical; microscopes and thermometers, 23 items in various quantities. Tender No. B-1123. PIO/C No. 386-W-61-BF-9-10388. Bid deadline September 9.

Various quantities, 98 items, such as drill press, adding machine; balance rotator, clinical; microtome; incubator; obstetrical manikin; thermostat; replacement parts for modern lab. equipment, gravity convection incubator Model No. 17-20, Serial No. 2269 parasitological materials; slides; microscope; illuminator; public address system; amplifier and microphone. PIO/C No. 386-P-54-AA-9-30251. Tender No. B-1124. Bid deadline September 6.

Both the above are for India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., where specifications are available. SBC-298.

MOROCCO—Machinery for canning and sterilizing fruits and vegetables. Mr. Hamid Kitous, Kitous & Hamlat, Transports et Assurances, (canning), Cite El-Mers, Bouameur, Meknes.

PHILIPPINES—Textile machinery, spare parts. Ramie Textiles, Inc., (manufacturer), 703 Makati Bldg., Ayala Ave., Makati, Rizal. WTD 3/7/63.

■ **VIETNAM**—Automatic blanking machine, two sets; dial indicator gages for quality control; point blanks tumbling and cleaning machine, complete with motor and controls; automatic ball point finishing machine, complete; spindle set up table, complete; vacuum blower system; automatic inking and joining machine; two stage air compressor unit. Limited World Wide (901). Bid deadline August 19. Xuong My-Le, 12, Nguysn Thoi Trung, Cholon, S. Copies of detailed specifications may be obtained from the Office of Small Business, Rm. 2119 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C.★ SBC-294.

356 General Industrial Machinery

BELGIUM—Portable pneumatic tools; lubricating apparatus, filters; parts, accessories for industrial compressed air system. Direct purchase and agency. Etablissements Daniel Doyen S.A., (automotive parts, bearings, industrial equipment), 31-34, Blvd. du Midi, Brussels. WTD 7/63.

● **CEYLON**—Pump, one, trailer pump suitable for fire fighting, 4" inlet, two 2½" outlets, centrifugal, 2-stage 500 gpm at 100 psi, gasoline engine. Also various supplies such as 1500' of 2½" hose, branches, nozzles. One mechanical foam generator and 100 gal. foam-making compound. Bid deadline October 10. Ceylon Plywoods Corp. Gintota.★ (Telephone: WOrth 7-5589).

GERMANY—Air filters. Direct purchase and agency for Germany and EEC countries. Spezialfabrik Lorch Ges. & Co. KG, (manufacturer), 22 Bahnhofstr., 7035 Waldenbruch b. Stuttgart.

Driving gears: continuous variable speed transmission gears; hydraulic drive gears. Direct purchase and agency. Kupplungstechnik GMBH, (manufacturer), Rodder Damm, Rhein/Westf.

● **INDIA**—Contractor's pumps, 13 sets, 80 psi air operated, two pumps in tandem at 40

g.p.m. to 200 head, submersible for corrosive, dirty mine water. Also connections and 10 sets of spares for 5,000 hr. For use by Director, Indian Bureau of Mines, Nagpur. Tender No. SE-612/Ret., bid deadline September 12. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. Documents available from India Supply Mission. Purchase is restricted to equipment of U.S. origin under Export-Import Bank credit.★ (Telephone: WOrth 7-5589).

MALAYA—Compressors with capacities up to approximately 600 cubic feet minimum. J. Whyte & Co., (Malaya), Ltd., (importer), 84 Jalan Ampang, Kuala Lumpur. WTD 7/19/63.

MEXICO—High pressure pumps; desintegraters; requests replies from manufacturers only. Molina Font Maquinaria, S.A., (assembler, manufacturer), Apartado Postal (P.O. box) 8719, Dr. Valenzuela No. 68, Mexico 7, D.F., WTD 4/30/63.

■ **MOROCCO**—Centrifugal pump, cast iron housing with bronze impaller, two; spray painting outfits, two; fluffing wheels with electric motor, two; gasoline engine, single cyclinder, air-cooled; vertical deep well water pump, 8.75 gal. per min. capacity, operating on water bed at 50 ft. depth. PIO/C No. 608-J-29-AA-0-30040. U.S. source. Quotations desired by August 31. USAID Mission to Morocco, c/o American Embassy, Rabat. Quote cif Casablanca.★ SBC0294.

357 Office, Computing, Accounting Machines

CONGO REPUBLIC—All types of office machines; requests replies in French, Swahili. Mawawa Paul Et Fils, (import, wholesaler, retailer), B.P. 4066, Elisabethville, Katanga.

GERMANY—All types of office machines (including electronic equipment, such as computers); requests replies from manufacturers only. Direct purchase and agency. Gustav A. Muecher, (wholesaler, importer, distributor), 8 Muenchen 55, Trautweinstrasse 25-27, Munich. WTD 7/18/63.

358 Service Industry Machines

GERMANY—Oil-fired steam cleaning machines; requests replies from manufacturers only. Hans Wilms oHG, (importing distributor), Postfach 93, 407 Rheydt. WTD 7/26/61.

Industrial polishers. Direct purchase and agency. Friedrich Kreisel Jr., (wholesaler), Innsbrucker Platz 1, Berlin-Schoeneberg.

GREECE—Air conditioning equipment. Direct purchase and agency. Soulis Bros., (manufacturer, sales agent, importer), 57 Stournara St., Athens. WTD 7/17/63.

361 Electric Transmission, Distribution Equipment

● **COLOMBIA**—Supply of 415 distribution transformers with total capacity of 75,000 kva. Tender No. DII-8, bid deadline September 16. Specifications may be obtained from the Empresa de Energia Electrica, Cable 13, No. 37-35, Office No. 201, Bogota. One copy of specifications available, for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

● **EL SALVADOR**—Supply of three single phase, 60 cycle, 167.5 kva transformers. Tender No. 23/63, bid deadline August 23. Administracion Nacional de Acueductos y Alcantarillados (Proveedyrua) 2 a. Avendina Norte No. 512, San Salvador. Tender document in Spanish. (WOrth 7-4242).★

GERMANY—Electronic measuring instruments for radio, television, record player, tape recorder; requests replies from manufacturers only. Diect purchase and agency. Schumacher and Volke, (wholesaler, sales agent), 28 Bremen Breitenweg 55. WTD 3/7/63.

Voltmeters, testing instruments. Maerkische Geraete, (distributor), 5971 Plettenberg-Boeddinghausen (Westf.).

● **INDIA**—Supply of two 22 kv. switchboard panels, tender Tech/JL/XC/36/81050; one set of indoor type 22 kv. busbars, tender Tech/MK/XC/36/51214 and various 22 kv. link switches, cable end boxes, tender Tech/MK/LC/L/36/81096. Bid deadline August 31. The Associated Cement Co., Ltd., (Purchase Div.), Cement House, 121 Queen's Rd., Bombay 1.★

● Supply of five 1000 kv:a, 3150/415-240 v., 3 phase, 50 cycles, delta/star, step down transformers. Tender No. 1, specification PE-SPEC-156; bid deadline September 3. Controller of Purchase and Stores, Damodar Valley Corp., Anderson House, Alipore, Calcutta 27. Specifications may be obtained from the Chief Accounts Officer, Damodar Valley Corp., Calcutta 27, upon payment of $2.10. One specification available, for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

● **PAKISTAN**—Psophometers, 10. Tender No. Pur. 7-5/63/490, bid deadline August 20. Pakistan Telegraph and Telephone Dept., Karachi. Specifications available, at the price of $1.05, from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y. (Telephone: TR 9-5800).

362 Electrical Industrial Apparatus

GERMANY—Synchromotors; to complement present production line. Direct purchase and agency. Max Stegmann, (manufacturer), Duerrheimer Str., 771 Donaueschingen.

Controlling and automatic regulating systems, aircraft engine control equipment. Maerkische Geraete, (distributor), 5971 Plettenberg-Boeddinghausen (Westf.).

ITALY—Single-phase synchronous 50 hp. 220 v. motors, active power 30 w., rpm. 1500, f.r. run, max. size 68 x 86 mm. for 8 mm. sound projector production. Costruzioni Elettroniche e Meccaniche di S. Cabasino, (manufacturer, wholesaler), via Salandra 34, Rome.

CO_2 and Argon automatic and semi-automatic electric welders. Exclusive distributorship and commission agency. G. Giammatteo-Costruzioni Metalliche, (manufacturer), via Tiburtina 663, Rome.

● **TURKEY**—Supply one Diesel generator, 10-15 kva., three-phase, 220/380 v., 50 cycle, a.c. with spare parts. Tender No. 3001-347, bid deadline August 26. Purchaser, Materials Purchasing Dept., Turkish Maritime Bank, T.A.O. Bahcekapi, Istanbul.★ (Telephone: WOrth 7-4242).

363 Household Appliances

AUSTRIA—Electrical household equipment, kitchen aids of various kinds, including food blenders, coffee percolators, toasters, dishwashing machines, laundry machines. Direct purchase and agency. Elektro-Grosshandlung Sidek, (importer, wholesaler, agent), Vienna V, Ziegelofengasse 1.

IRAQ—Refrigerator, air cooler, electric fan (table model); kerosene, gas cooking range. Direct purchase and agency; requests replies from manufacturers only. Habib M. Fahmi, (importer, wholesaler, retailer), Rashid St., Baghdad. WTD 7/18/63.

PERU — Refrigerators; household sanitary ware, ironing boards; household appliances in general. Corporacion Comercial Del Sur S.A., "Corsur," (importer, wholesaler), P.O. box 33, Arequipa. WTD 7/27/62.

364 Electric Lighting, Wiring Equipment

■ **GREECE**—Single core p.v.c. insulated, type nys conductors, with working voltage of 1000 v., manufactured in accordance with vde 0250, 7-strand, black and grey, 20,000, 16,000, 15,000 m., 6, 8, 10 sq. mm. Invitation No. 312. Public Power Corp., Athens Piraeus Div., 4 Korai St., Athens. Bid deadline August 28.

■ Terminal exchangers, initial capacity 100 subscribers, 5 outgoing, 10 incoming junctions, final capacity 300 subscribers, 20 junctions; same except 50 subscribers, 30 outgoing, 3 incoming, final capacity 100 subscribers, 10 junctions, 12 each; terminal exchangers, 6, initial capacity 25 subscribers, 3 out, 3 in, final capacity 100 subscribers, 10 junctions. Invitation No. 313. Bid deadline August 29. Supply of a "Complaint Center" for the city of Athens. To cover equipment, joining material, selecting devices. Invitation No. 314. Bid deadline August 28. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.

All the above equipment is for PA#240-700-898-221-2202. Limited worldwide (898). Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. If selected offer is from the U.S., purchase will be financed by AID under PA No., or with free dollars. SBC-291.

● **INDIA**—Supply of 220 kv., 110 kv., 33 kv., 11 kv. insulators, busbar materials, ground wire, clamps for hydro-electric project. Tender No. KEL/II/G-8, bid deadline September 9. Chief Engineer, (El.) Koyna Hydro Electric Project, Mercantile Bank Bldg., Fort, Bombay. A copy of specifications available, for review only, in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-4242).

365 Radio, Television Receiving Sets

GERMANY—Recording tapes. Ingenieurbuero fuer Elektronik, (wholesale importer), Krischerstr. 27, Monheim/Rhld.

PERU—Television receivers, radio receivers, record players, tape recorders. Corporacion Comercial Del Sur S.A., "Corsur," (importer, wholesaler), P.O. box 33, Arequipa. WTD 7/27/63.

PHILIPPINES—Radio, amplifier, television sets; speakers; tape recorders. Direct purchase and agency. Lynx Products Co., (importer, wholesaler, retailer, manufacturer, assembler), 608 Raon, P.O. box 1362, Manila. WTD 7/17/63.

366 Communication Equipment

GERMANY—Walkie-talkie; requests replies

from manufacturers only. Direct purchase and agency. Schumacher & Volke, (wholesaler, sales agent), 28 Bremen, Breitenweg 55. WTD 3/7/63.

367 Electronic Components, Accessories

CANADA—Electrical, electronic, communications components, equipment, latter with Canadian Standards Assn. approval if required; particularly those with specific uses, not manufactured widely; requests replies from manufacturers only. Direct purchase and agency. R. H. Pitfield, Ltd., (importing distributor, manufacturers' agent), 65 Front St., E., Toronto 1, Ontario. WTD 11/19/62.

ECUADOR—Radio parts, television parts, general electronic equipment. Sociedad Ecuatoriana de Representaciones y Agencias, S.A., (Seria), (importer, manufacturer), 9 de Octubre 501-503, P.O. box 116, Guayaquil. WTD 7/8/63.

GERMANY—Relays; electronic tubes, all kinds; transistors, diodes. Ingenieurbuero duer Elektronik, (wholesale importer), Krischerstr. 27, Monheim/Rhld.

Electronic accessories and construction elements for building into radio, television, record player, tape recorder, including ultra-short-wave transmitter-receiver; requests replies from manufacturers only. Direct purchase and agency. Schumacher & Volke, (wholesaler, sales agent), 28 Bremen, Breitenweg 55. WTD 3/7/63.

Semi-conductors and transistors, crystals (single), electronic equipment. Maerkische Geraete, (distributor), 5971 Plettenberg-Boeddinghausen (Westf.).

■ **GREECE**—Electronic tubes, 2,337 pcs. Invitation No. 315. PA#240-700-898-221-2202. Limited worldwide (898). Bid deadline August 22. Ministry of Trade, Direction of Procurements, Direction C' State Purchases, Section D, Office III, 50 Socrates St., Athens. SBC-291. Copies of specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. 20008. If selected offer is from the U.S., purchase will be financed by AID under PA cited or with free dollars.

369 Electrical Machinery, Equipment, Supplies

GERMANY—Spark plugs, batteries for automobiles. Erich Kersting, (wholesale distributor), Bahnhofstr. 21, Kassel.

371 Motor Vehicles, Motor Vehicle Equipment

BELGIUM—Spare parts, tools, garage equipment; gauges for lubricating equipment; bearings, cables for batteries, loaders, control instruments, compressors; electric machinery for steam cleaning; temperature, pressure instruments. Direct purchase and agency. Etablissements Daniel Doyen S.A., (automotive parts, bearings, industrial equipment), 31-34, Blvd. du Midi, Brussels. WTD 7/63.

GERMANY—Starting aids, new products in automobile supply, equipment field. Erich Kersting, (wholesale distributor), Bahnhofstr. 21, Kassel.

Spare parts for U.S. armored vehicles. Direct purchase and exclusive agency for Europe. Moto-Technik KG, Thelen & Co., (importer, wholesaler, manufacturer, sales agent), 5 Koeln-Nippes, Niehler Str. 276. WTD 11/16/62.

■ **INDIA**—Trailers, 1-40 ton, 1-20 ton. Reference No. D/ENQ/729. Tender No. Project/3072-P/I. U.S. source. Bid deadline August 27. Director General of Supplies and Disposals, N. I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-292.

● **IVORY COAST**—Trailer, heavy equipment, one unit. No tender No.; bid deadline November 18. Direction Generale des Travaux Publics de la Cote d'Ivoire, Ministere des Travaux Publics des Transports et des Postes et Telecommunications, B.P. 1715, Abidjan. Correspondence French only.★ (Telephone: WO 7-3294).

■ **VIETNAM**—Trucks with chassis and cab only, 40, 4x2 left hand drive, GVW rating, 22,000 to 25,500 lbs., diesel engine 130 hp. min., 187″ wheelbase, 900x20-12 ply tires, cast wheels, single front, dual rear, spare rim and tire on underslung tire carrier, oversize hydraulic brakes, packed MKD, multiples of 2. Limited worldwide (901). Quotations desired by August 26. Hung Hiep Co., Ltd., 32-34 Mac Cuu, Cholon. C&f fob and freight separately, 100% U.S. flag vessels. Copy of offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. SBC-300.

373 Ship Building, Repairing

PHILIPPINES—Tugboat, 80 feet, steel structure, diesel-fully equipped. Machinery & Engineering Supplies, Inc., (importer, wholesaler, retailer, indentor), Ayala Ave., South Dr. corner Camagong, Makati, Rizal, box 1845, Manila. WTD 3/14/63.

374 Railroad Equipment

■ **PAKISTAN**—Materials for 1000 MG wagons, such as, 37 ft. long wagon under frames, 1000 no.; body and walls, 2,000; body side walls, 2,000; roofs, complete units, 1,000; body side doors, 4,000; wheel centres wd type, 8,000; steel axles, 4,000. Tender No. P&D/WAG-1000/CTG. Loan No. 45. U.S. source. Bid deadline September 5. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y. Attn: Miss Caparelli. This item was inadvertently listed under India, instead of Pakistan in the IC-7/22, pg. 48. SBC-252.

381 Engineering, Laboratory, Scientific, Research Instruments

GERMANY—High pressure laboratory research autoclaves. Direct purchase and agency for Germany and EEC countries. Spezialfabrik Lorch Ges. & Co. KG, (manufacturer), 22 Bahnhofstr., 7035 Waldenbruch b. Stuttgart.

Land measuring equipment, levels, theodolites, photogrammetric equipment; requests replies from manufacturers only. Direct purchase and agency. Max Wolz, Beethovenstr. 38, Bonn/Rhein.

Equipment for laboratories, particularly items not presently on German market. Maerkische Geraete, (distributor), 5971 Plettenberg-Boeddinghausen (Westf.).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ECUADOR—Thermostatically-controlled electric heating units for installation in 30 to 40 gal. hot water tanks. Direct purchase and agency; requests replies in Spanish; illustrated literature; quotation c.i.f. Guayaquil. Importadora Jas, (importer), Calle Santiago 122, P.O. box 3056, Quito. WTD 9/17/62.

GERMANY—Air-operated controllers. Direct purchase and agency for Germany and EEC countries. Spezialfabrik Lorch Ges. & Co. KG, (manufacturer), 22 Bahnhofstr., 7035 Waldenbruch b. Stuttgart.

MEXICO—Temperature and pressure controls; requests replies from manufacturers only. Molina Font Maquinaria, S.A., (assembler, manufacturer), Apartado Postal (P.O. box) 8719, Dr. Valenzuela No. 68, Mexico 7, D.F. WTD 4/30/63.

384 Surgical, Medical, Dental Instruments

GERMANY—Safety belts for automobiles. Erich Kersting, (wholesale distributor), Bahnhofstr. 21, Kassel.

Equipment for medical work with eyes, ophthalmometer, perimeter. Direct purchase and agency. Max Wolz, Beethovenstr. 38, Bonn/Rhein.

386 Photographic Equipment

ITALY—Motion picture cameras, portable motion sound recorders synchronized with cameras. Ital Caribe Cinematografica, S.r.l., (motion picture producer), via G. Pisanelli 2, Rome.

Unexposed motion picture film, 35 or 16 mm. Julia Film. S.p.A., (producer), Viale Bruno Buozzi 59, Rome.

387 Watches, Clocks, Clockwork Operated Devices

GERMANY—Timers, to complement present production line. Direct purchase and agency. Max Stegmann, (manufacturer), Duerrheimer Str., 771 Donaueschingen.

391 Jewelry, Silverware, Plated Ware

AUSTRALIA—Gold plated wire: round, flat, in various gauges, flexible, special wire for hand made jewelry; pearl plates: for name setting, in leaf, crescent, heart shape; beads: venetian glass, cats eye crystal, birds, for making necklaces and costume jewelry. Mr. L. Sanderson Watters, (manufacturer), Old Cleveland Rd., Capalaba, Brisbane, Queensland. WTD 6/11/63.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

ITALY—Full line of costume jewelry including necklaces, bracelets, ear drops, brooches. Mr. Paul Edward Allvin, C.I.M. SpA—Grandi Magazzini, (department store), via XX Settembre, Palazzo di Vetro, Rome.

399 Manufacturing Industries

GERMANY—Smoking accessories of all kinds, such as special filter cigarette holders, lighters, pipes, ash trays, cigarette cases, and any interesting novelties in this field. Tawara-Vertriebsges mbH, (wholesaler), 21 Jordan Str., Duesseldorf. WTD 10/22/62.

ITALY—Toys, novelty giftware; requests replies from manufacturers only. Direct purchase and agency. Toys International, (importer, agent), Via Po 12, Rome.

509 Wholesalers

GERMANY—Waste from the manufacture of colludium and nitrocellulose wool from linters; requests replies in German. Lang & Co. KG, (wholesaler), 37-39 Vor der Beule, 56 Wuppertal-Barmen. WTD 11/6/62.

ITALY—Waste paper; cellulose, 6,000 to 7,000 tons yearly; particularly kraft paper stock, waste from paper bag manufacturers; requests replies from manufacturers only in French or Italian. "La Risorta" Cartiera di Andrea Cimini, (manufacturer, importer), Scafati (Salerno). WTD 7/17/63.

PERU—Galvanized corrugated steel roofing, galvanized dome nails, coke tinplate, conduit tubing, furniture steel tubing, building hardboard, cedar plywood, semi-refined paraffin wax, motorcycles, novelties, spices (natural state), rolled oats (bulk). Corporacion Comercial Del Sur S.A. "Corsur," (importers, wholesalers), P.O. box 33, Arequipa. WTD 7/27/62.

781 Motion Picture Production, Distribution

ITALY—Full length motion pictures suitable for Italian audiences. Julia Film, S.p.A., (producer), Viale Bruno Buozzi 59, Rome.

Full length motion pictures; interested only in new hits or re-editions of very important motion pictures; requests replies in French. I.N.D.I.E.F., S.p.A., (Internazionake Nembo Distribuzione Importazione Esportazione Film), (importer, exporter, distributor), via Lazio 9, Rome.

Full length or short films, 35 or 16 mm. Direct purchase and agency. Metropolis Film, (motion picture producer, importer, distributor), via Sommacampagna 47, Rome.

U.S. motion pictures, especially Westerns; requests replies in French or Italian. Direct purchase and agency. Angelo Battistelli, Noleggio Film (motion picture distributor), via Vicenza 5a, Rome.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy Products

GREECE—Milk powder (skimmed and full cream) in large packages. Karve N. Venetsanopoulos & Co., Ltd., (sales agent), 3 Gladstonos St., Athens 141. WTD 7/17/63.

203 Canning, Preserving Foods

HONG KONG—Canned foods and provisions; requests replies from manufacturers only. Leung Yew, Ltd., (importer, exporter), 805 Hang Seng Bank Bldg., 77 des Voeux Rd. C., Hong Hong. WTD 1/26/60.

204 Grain Mill Products

ECUADOR—Feed concentrates; requests replies in Spanish. Leonardo Calderon U., (importer, wholesaler), P.O. box 331, Cuenca. WTD 7/1/63.

GREECE—Cereals (wheat, corn) in bulk. Exclusive commission agent. Karve N. Venetsanopoulos & Co., Ltd., (sales agent), 3 Gladstonos St., Athens 141. WTD 7/17/63.

209 Food Preparations

BELGIUM—Snacks: potato crisps, twists, hot sausages. Smith's Potato Crisps Belg. S.A., (importer, exporter), 90 Quai des Charbonnages, Brussels 8. WTD 7/17/63.

ECUADOR—Crude animal tallow for the manufacture of soap; lard, edible oil. Lorenzo Molina Chaves, (agent), 9 de Octubre No. 101, P.O. box 801, Guayaquil. WTD 7/11/63.

222 Broad Woven Fabric Mills, Man-made Fiber, Silk

SOUTHERN RHODESIA—Upholstery fabric, composition of viscose and cotton, approximately 1.38 lb./lin. yd., 54" wide, approx. length 50-60 yds. per piece; sample of type material desired is available on a loan basis from Trade Opportunities Section, BDSA-111, Room 4317, WO 7-4674, U.S. Dept. of Commerce, Washington, D.C. 20230. Sterling Sales, (Pvt.), Ltd., (manufacturers', shippers' representative), P.O. box 2354, Salisbury. WTD 6/6/63.

228 Yarn, Thread Mills, Products

BELGIUM—Synthetic thread, fibers for textile, knitting industries. Etablissements Tob, SPRL, (importer, exporter, representative, manufacturer), 51 rue de Suede, Brussels. WTD 7/18/63.

229 Textile Goods

BELGIUM—Artificial leather for furniture, home decoration. Etablissements Tob, SPRL, (importer, exporter, representative, manufacturer), 51 rue de Suede, Brussels. WTD 7/18/63.

261 Pulp Mills, Products

BELGIUM—Cellulose, wood pulp; exclusive agency; requests replies from manufacturers only. R. Cambier S.P.R.L., (cellulose—wood pulp), 23 ave. de la Toison d'Or, Brussels. WTD 7/19/63.

Paper pulp. Etablissements Tob, SPRL, (importer, exporter, representative, manufacturer), 51 rue de Suede, Brussels. WTD 7/18/63.

264 Converted Paper, Paperboard Products

BELGIUM — Stationery, Christmas paper, school supplies. Jean Kintz, (wholesaler, retailer, manufacturers' agent), 190 Bd.du Jubile, Brussels.

ITALY—Newsprint, packing paper, cardboard, paper napkins, paper cups. Dr. Giuseppe Mercadante, (manufacturers' agent), via Principe Belmonte 4, Palermo.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

ECUADOR—Cosmetics; requests replies from manufacturers only. Envasadora de Cosmeticos y Aerosoles, S.A., (manufacturer), Ventas Generales del Ecuador, P.O. box 4248, Guayaquil. WTD 6/7/63.

286 Gum, Wood Chemicals

BELGIUM—Dyeing, finishing products for the textile industry. Etablissements Tob, SPRL, (importer, exporter, representative, manufacturer), 51 rue de Suede, Brussels. WTD 7/18/63.

287 Agricultural Chemicals

ECUADOR—Poultry medicine, weed killers, insecticides, fumigants; requests replies in Spanish from manufacturers only. Leonardo Calderon U., (importer, wholesaler), P.O. box 331, Cuenca. WTD 7/1/63.

295 Paving, Roofing Materials

BURMA—Asphalt for road construction, surface dressing, grouting: grade 80/100; penetration at 25 c. 80/100; solubility in c. s. 2. 99.5% min.; specific gravity 100 min.; melting point in r & b in c. 40/50 c.; application temperature 350 c.; packing 36 i.g. 24 gauge steel drum, multiple corrugated with 6"-7" pressed-in lids. Lower Burma Indenting Agency, (manufacturers' representative, commission agent), 30-27th St., Rangoon. WTD 9/12/62.

311 Leather Tanning, Finishing

BELGIUM—Fancy leather goods; requests replies in French, German, Dutch. Socam, S.P.R.L. (fancy leather goods), 84, rue J. Dumoulin, Brussels 15. WTD 7/18/63.

320 Stone, Clay, Glass Products

GERMANY—All types of porcelain, crystal, glass, ceramic and gift articles suitable for sale to German wholesalers and department stores; requests replies from manufacturers only. Friedrich Becker, (manufacturers' agent), Deichmannhaus, Koeln. WTD 10/17/62.

322 Glass, Glassware

KENYA—All types of glassware. Fazal Dharamsi and Co., Ltd., (importer), P.O. box 69, Mombassa. WTD 7/9/63.

331 Steel Mill Products

BELGIUM—Special iron, special steel, nonferrous metals; alloys, specialties thereof: supplies and equipment for blast furnaces, steel works-rolling mills, foundries, engineering firms. M. Michaux, (importer of steel products, commission agent), 528 Ave. Brugman, Brussels. WTD 7/17/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

BURMA—Aluminum circles for manufacture of cooking and other utensils; requests replies from manufacturers only. Lower Burma Indenting Agency, (manufacturers' representative, commission agent), 30-27th St., Rangoon. WTD 9/12/62.

342 Cutlery, Hand Tools, General Hardware

BELGIUM—Household hardware; garden tools; tools in general. Victor Ramendonck, (commission agent), 413 Blvd. de Smet de Naeyer, Brussels 9. WTD 7/18/63.

ECUADOR—Marine hardware. Rodrigo Trujillo T., (importer), 9 de Octubre 123, P.O. box 3661, Guayaquil. WTD 6/20/63.

MEXICO—Marine hardware; requests replies in Spanish, from manufacturers only. Lanchas y Motores de Mexico, S.A., (importer, retailer), Insurgentes Sur 931, Mexico, D.F. WTD 6/14/63.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Oil, gas-fired hot air heaters. Robert Kienle, (manufacturer, dealer), Neckarstr. 79, Esslingen a.N.

349 Fabricated Metal Products

PHILIPPINES—Cast aluminum latches for irrigation systems 3" to 6". Communications Electrical Equipment & Supply Co., Inc., (importer, wholesaler, retailer), 387 Dasmarinas, Manila. WTD 1/16/62.

351 Engines, Turbines

BELGIUM—Diesel, marine motors, new only. Ets. Peeters-Brems & Co., S.A., (importer, exporter, processor), 17 Broekstraat, Wijnegem, Antwerp. WTD 11/9/62.

ECUADOR—Marine engines. Rodrigo Trujillo T., (importer), 9 de Octubre 123, P.O. box 3661, Guayaquil. WTD 6/20/63.

THAILAND—Small high-speed gasoline engines ranging from 2-25 hp. Athon Panich Co., Ltd., (importer, wholesaler, retailer), 108-112 New Rd., Samyod, Bangkok. WTD 5/4/62.

352 Farm Machinery

SPAIN—Tractors, wheel and track laying; harvesters. Vegarada, S.A., (contractor, importer, wholesaler), Avda. Generalisimo 8, Madrid 16. WTD 4/18/63.

353 Construction Machinery

GERMANY—Tools for mining industry. Walter Voss, (sales agent), 4321 Oberstueter/ueber Hattingen/Ruhr.

SPAIN—Road construction machinery and equipment. Vegarada, S.A., (contractor, importer, wholesaler), Avda. Generalisimo 8, Madrid 16. WTD 4/18/63.

354 Metalworking Machinery

BELGIUM—Small electric tools; exclusive agency. Cobemabel S.A., (dealer in electric tools, special fixture pegs), 26 rue de l'Industrie, Brussels. WTD 7/63.

GERMANY—Tools for metal working industries. Walter Voss, (sales agent), 4321 Oberstueter/ueber Hattingen/Ruhr.

355 Special Industry Machinery

GERMANY—Machinery, equipment and accessories for plants producing soft drinks, wine, and hard liquor, including bottling machines, bottle washers, bottle capping machines, machines for making carbon-acid, water purification equipment, counting apparatus, conveyor belts, and bottle caps; requests replies in German with cif Hamburg price quotations. Gustav Hilbert KG, (wholesaler, sales, agent), 40 Syker Str., Delmenhorst (Oldbg.).

ISRAEL—Machinery and equipment for printing, bookbinding, cardboard box industries. Exclusive agency; requests replies from manufacturers only. British Technical Agencies, Ltd., (manufacturers' representative), 2 Hatamar St., P.O. box 21092, Tel Aviv. WTD 7/15/63.

356 General Industrial Machinery

BELGIUM—Industrial machinery, new only. Ets. Peeters-Brems & Co. S.A., (importer, exporter, processor), 17 Broekstraat, Wijnegem, Antwerp. WTD 11/9/62.

BURMA—Centrifugal pumps, monoblock type, suction from road mains 1", delivery ¾", overhead 80', capacity per hr. 300 gal. or over, motor ½-1 hp., voltage of motor 220/230 v. 50 cycles single phase; compressors for tube wells, 4"x4" single cylinder delivering 16 cu. ft. of free air per min. at 100 lb. pressure, 2"x2" double cylinders delivering 32 cu. ft. of free air per minute at 100 lb. pressure. Lower Burma Indenting Agency, (manufacturers' representative, commission agent), 30-27th St., Rangoon. WTD 9/12/62.

GERMANY—Gears, machine parts to complement present lines; no machine tools or machinery. Agency for Germany. Carl Adam, (importing distributor, sales representative for roller and ball bearings, precision tools, machine parts), Kestnerstr. 16, Hannover.

Machines for packing stockings. Rudolf Kaufmann, (manufacturers' agent), 7-9 Lindemannstr., 4 Duesseldorf. WTD 9/8/61.

LUXEMBOURG—Hydraulic couplings, snap-tight; requests replies from manufacturers only. Messrs. Charles Friedrich, (representative), 24, av. du 10 Septembre, Esch/Alzette. WTD 4/12/63.

357 Office, Computing, Accounting Machines

PORTUGAL—Duplicating machines, parts and accessories; requests replies from manufacturers only. Papelaria Fernandes, S.A.R.L., (importer, wholesaler, retailer), 13 Largo do Rato, Lisbon 2. WTD 7/17/63.

358 Service Industry Machines

NETHERLANDS—New types of machinery and equipment used by laundries. N.A. Spronk & Zonen's Machinefabriek N.V., (manufacturer), 34 Ceintuurbaan, P.O. box 3046, Rotterdam-12. WTD 7/19/63.

363 Household Appliances

BELGIUM—Kitchen apparatus, equipment. Victor Ramendonck, (commission agent), 413 Blvd. de Smet de Naeyer, Brussels 9. WTD 7/18/63.

GERMANY—All kinds of electric household appliances, particularly small ones; requests replies in German from manufacturers only. Rudolf Stuetzer, (manufacturers' agent), 244 Strassburgerstr., 42 Oberhausen/Rhld. WTD 10/12/62.

365 Radio, Television Receiving Sets

GERMANY—Radios and attachments; requests replies in German from manufacturers only. Rudolf Stuetzer, (manufacturers' agent), 244 Strassburgerstr., 42 Oberhausen/Rhld. WTD 10/12/62.

367 Electronic Components, Accessories

GERMANY—Transistor; requests replies from manufacturers only. Klaus Gogol, (sales agent), Graefstrasse 65, Frank am Main. WTD 5/22/62.

369 Electrical Machinery, Equipment, Supplies

SWITZERLAND—Products in the electrotechnical and electronic field. International Research Consultants (IRCONSO), (agent, research and market studies), 60 rue Rothschild, Geneva.

371 Motor Vehicles, Motor Vehicle Equipment

BELGIUM—U.S. motor cars, new only. Ets. Peeters-Brems & Co. S.A., (importer, exporter, processor), 17 Broekstraat, Wijnegem, Antwerp. WTD 11/9/62.

Automotive spare parts, accessories as well as garage equipment; exclusive agency for the Benelux countries or Belgium, Luxembourg. Ets. R. Monoyer S.A., (importer, distributor), 544-546, chaussee de Waterloo, Brussels. WTD 7/19/63.

CHILE—Automotive parts, mainly hydraulic brakes, air brakes, brakes in general, engine block and shaft metals, piston rings, clutch plates, pressure plates, clutch facings, fan blades, generators, armatures, starters, oil pumps, oil filter elements, steering sectors, steering shafts, worms, timing gears, chains, sprockets, gaskets; requests replies in Spanish. Angel Gamiz Castro, (sales agent), Purisima 218, Santiago. WTD 11/27/62.

373 Ship Building, Repairs

GERMANY—Sailing, motor yachts; rowboats: wood, steel, plastic, fiber glass; dinghies, special boats for sports fishing, new or used; requests replies from manufacturers only. Heinr. Gerhd. Fisser, (commission merchant), 15 Gruenbergstrasse, 28 Bremen. WTD 10/17/62.

384 Surgical, Medical, Dental Instruments

MEXICO—Life-saving, diving equipment; requests replies in Spanish, from manufacturers only. Lanchas y Motores de Mexico, S.A., (importer, retailer), Insurgentes Sur 931, Mexico, D.F. WTD 6/14/63.

386 Photographic Equipment

PORTUGAL—Photocopying equipment and supplies; requests replies from manufacturers only. Papelaria Fernandes, S.A.R.L., (importer, wholesaler, retailer), 13 Largo do Rato, Lisbon 2. WTD 7/17/63.

394 Toys, Amusements, Sporting Goods

BELGIUM—All types of fishing tackle. Mr. Abraham Rubinstein, (importer, exporter), 80, rue Vandeweyer, Brussels 3. WTD 7/18/63.

ECUADOR—Commercial fishing equipment. Rodrigo Trujillo T., (importer), 9 de Ostubre 123, P.O. box 3661, Guayaquil. WTD 6/20/63.

MEXICO—Fishing equipment; requests replies in Spanish, from manufacturers only. Lanchas y Motores de Mexico, S.A., (importer, retailer), Insurgentes Sur 931, Mexico, D.F. WTD 6/14/63.

395 Pens, Pencils, Office, Artists' Materials

BELGIUM—Fountain pens, school supplies. Jean Kintz, (wholesaler, retailer, manufacturers' agent), 190 Bd. du Jubile, Brussels.

PORTUGAL—Pens, pencils, stationery, small office supplies; requests replies from manufacturers only. Papelaria Fernandes, S.A.R.L., (importer, wholesaler, retailer), 13 Largo do Rato, Lisbon 2. WTD 7/17/63.

399 Manufacturing Industries

BELGIUM—Steel measuring tapes (metric system), specifically interested in 2, 3, 15 m. lengths. Transfer-Metal, (importer, wholesaler, retailer), 8 rue de Neufchatel, Brussels 6. WTD 7/12/63.

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Automotive Vehicle and Equipment Importers and Dealers—Bolivia.

Automotive Vehicle and Equipment Importers and Dealers—Trinidad and Tobago.

Boat and Ship Builders, Repairers and Chandlers—Republic of South Africa.

Book, Magazine and Periodicals Importers and Dealers—Costa Rica.

Business Firms—Guadeloupe, Martinique and French Guiana, February.

Business Firms—Malta, March.

Chemical Imports and Dealers—Switzerland.

Coal, Coke and Fuel Importers and Dealers—Greece.

Hardware Importers and Dealers—Honduras.

Leather and Shoe Findings Importers and Dealers—Hong Kong.

Office Supply and Equipment, Stationery and Paper Importers and Dealers—Ceylon.

Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Australia.

Seeds and Bulbs Importers, Dealers and Exporters—Egypt (United Arab Republic).

Textile Industry—France, April.

Turkish bank invites bids to electrify tea factories

The Iller Bank General Management of Ankara is inviting bids for the supply of materials and equipment to electrify the Province of Rize Tea Factories. The tender includes five- phase, 2,000 Kva. 66/15 Kv. stepdown transformers; 66 and 15 Kv. circuit breakers, disconnecting switches, instrument transformers, lighting arrester, control boards, measuring instruments, and cable. The bid deadline date is September 2.

Bids should be addressed to: Iller Bankasi, Ticaret Isleri Mudurlugu, Ankara, Turkey. One copy of specifications is available for loan to firms located in the U.S. from the Power and Electrical Equipment Division, Room 4124, BDSA, Department of Commerce, Washington, D.C. 20230. (WOrth 7-4242).

Leads for Importers

Commodities are offered direct unless specified.

145 Clay, Ceramic, Refractory Minerals

VENEZUELA—Raw magnesium ore (magnesite) from mines owned by a local private enterprise. Orders for less than 10,000 tons per year will not be accepted. Samples will be sent to American inquirers upon request. F. Orue, Apto-16 Edificio Flor, Avenida Fco. Javier Yanes, San Bernardino, Caracas. WTD 6/24/63.

203 Canning, Preserving Foods

IRAN—The Iranian Fisheries Company has reopened a tender on 180,000 kilos of caviar to be delivered over a 3-year period, 1963-66. Bids now close September 16, 1963. Specifications and terms of transaction may be obtained from the Iranian Economic Mission, 1413 "K" Street, NW., Washington, D.C.

MOROCCO—Seeks agent to import and distribute food products including: (a) powdered Moroccan soup, Harira, which is used by Moslems to break the Ramadan fast; (b) conventional powdered soups and desserts manufactured under license from a Spanish firm. Requests replies in French or Spanish. Dunia, S.A., 10 place Mozart, Tangier. WTD 7/8/63.

209 Food Preparations

MOROCCO—Olive oil. Samples will be sent to American inquirers upon request. Cooperative Agricole "Les Fruits et Primeurs de Marrakech, Quartier Industriel, Marrakech. WTD 7/15/63.

221 Broad Woven Fabric Mills, Cotton

GERMANY—Damask for bedding, tablecloths and napkins, quilts and decoration purposes. Schruender & Cramer, 28-38 Gruener Weg, Postfach 340, 4402 Greven/Westf., Germany. WTD 7/1/63.

238 Apparel

BELGIUM—Leather and suede skin garments and snakeskin coats. Manufactures 500 garments per week. J. Ryder, 12, rue de l'Autonomie, Brussels. WTD 7/18/63.

249 Wood Products

SWEDEN—Creosoted poles. Industri—& Byggnadsaktiebolaget Suecia, Fack, Malmo 8, Sweden. WTD 7/18/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Cosmetics and beauty products. Direct and general agent for whole of U.S. Pier Auge, 4 Quai Antoine Ier, Monaco, Principality of Monaco. WTD 7/8/63.

314 Footwear, Except Rubber

BELGIUM—Ladies shoes and sandals. Chaussures Ital. s.p.r.l., 158 a, rue Theodore Verhaegen, Brussels. WTD 7/18/63.

346 Metal Stampings

YUGOSLAVIA—Enameled cooking ware and other enamel ware products. Seeks exclusive agents for the following territories: Chicago-Detroit, Houston-New Orleans and Los Angeles-San Francisco. Offers a one-year trial contract to qualified U.S. firms on basis of exclusive rights to these territories. Tovarna Emajlirane Posode, Calje, POB 79, Celje, Slovenia. WTD 10/15/62.

354 Metalworking Machinery

FRANCE—Hydraulic Giant Clipper capable cutting trees up to 500 mm. diameter, in 6 min. Agence Generale Industrielle, 3/5 rue de Metz, Paris 10e. WTD 5/21/63.

356 General Industrial Machinery

FRANCE—Boom tackles and electric tackles. VAMACO, 8 bld de Magenta, Paris. WTD 7/17/62.

GERMANY—Ball and roller bearings. Praezision-Werke Brunninghaus & Co. K.G., Postfach 6626, 48 Bielefeld. For descriptive catalog write to BIC, Commercial Intelligence Division, Rm. 1837, Department of Commerce, Washington, D.C. 20230. WTD 10/25/62.

358 Service Industry Machines

FRANCE—Washing equipment for cars and buses. Societe Industrielle pour l'Equipement des Garages—S.I.P.E.G., 63 ave Franklin Roosevelt, Paris 8e. WTD 7/12/63.

NETHERLANDS—Laundry machinery. Wishes to establish trade relations with substantial American companies who are able to import machinery for their own account. N. A. Spronk & Zonen's Machinefabriek N.V., 34 Ceintuurbaan, Rotterdam-12, Netherlands, or P.O. Box 3046, Rotterdam. WTD 7/19/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

SWEDEN—Seeks agents for bi-metallic, household and resistance thermometers; hydrometers; pyrometers; altitude gauges; fraction dynamometers, and similar products (Fahrenheit and/or Celcius). Rexor Industri AB, Mullsjo. For brochure write to BIC, Commercial Intelligence Division, Rm. 1837, Department of Commerce, Washington, D.C. 20230. WTD 7/2/63.

384 Surgical, Medical, Dental Instruments

BELGIUM—Rubberized hospital sheets; special tooth and ear-cleaners. Maison Alfred Wolf, s.p.r.l., 29 Rud des Pierres, Brussels. WTD 7/17/63.

Construction of dam set by Hong Kong

The Secretary, Tender Board, Colonial Secretariat, Control Government Offices, Lower Albert Rd., Hong Kong, under Public Works Dept. contract No. 72 of 1963, invites tenders for the construction of the Plover Cove main and subsidiary dams, spillway and reservoir and the Tai Mei Tuk pumping station.

This is reported to be a multimillion dollar project. The main dam is to be 6,800 ft. in length and about 100 ft. in over-all height, constructed across the mouth of Plover Cove in waters approx. 40 ft. deep.

Construction will involve dredging and disposing of about 6½ million cu. yd. of sea-bed mud from the foundation and obtaining and depositing in the embankment about 7½ million cu. yd. of earth fill, 2 million cu. yd. of sand fill and 1¼ million cu. yd. of rock fill.

The subsidiary dams will be earth and rock fill construction; the spillway and pumping station will be reinforced concrete. The contract also includes pumping of sea water from the newly-completed reservoir.

Tender documents containing necessary forms and full particulars can be obtained from the Consulting Engineers, Scott & Wilson, Kirkpatrick and Partners, Manson House, Nathan Rd., Hong Kong, or Binnie and Partners, Artillery House, Artillery Row, Westminster, London, SW. 1, on deposit of H.K. $400 (approx. U.S. $70). The deposit will be refunded upon receipt of a bonafide tender. Contractors registered and listed as approved by the Public Works Dept., Hong Kong need not post this deposit.

Tender forms in duplicate must be received before noon, November 1, in the office of the Secretary at the address shown. Firms tendering must also list previous experience on projects of a similar nature and magnitude in order to be considered.

Pakistan asks for bids on telephone equipment

The Pakistan Telegraph and Telephone Dept. invites bids for the supply of transistorized frequency modulated speech, duplex equipment for deriving both way telegraph and telephone circuits on a two-wire physical or four-wire channel.

Bid deadline for Pur. No. 5-3/63/491 is August 21.

Tenders are available from the Consulate General of Pakistan, 12 E. 65th St., New York 21, N.Y. (Telephone: TR 9-5800).

Tenders must be supplied to Mr. F. Rizwi, Purchase Coordinating Officer, Telegraph and Telephone Directorate General, 48-A, Pakistan Secretariat, Karachi.

CORRECTION

On page 36 of our June 24 issue, under SIC No. 371, Motor Vehicles and Equipment, a bid for Fram equivalent, oil, fuel, air filters; Ferodo equivalent, drilled brake liners; clutch facings, fan belts, Bork & Beck equivalent, clutch parts, piston assemblies and cylinder liners; main and big end bearings, was inadvertently listed under India, rather than Pakistan. This was for Loan No. 391-H-056, U.S. source, with bid deadline of July 1. M/s Kandawalla & Co., Ltd., 71, The Mall, Lahore. IL#232385.

Visiting Buyers and Officials

ENGLAND—C.A. Clifford, Chief Sales Executive of G.D. Peters and Company (Engineering) Limited, Windsor Works, Slough, Buckinghamshire, interested in **meeting American manufacturers** with a view to manufacturing and selling their products in the United Kingdom, also requests technical information on products of a general engineering nature. Not consumer goods. Scheduled to arrive August 9 via New York for a 2-month visit. U.S. address: c/o Hotel Robert Treat, Newark, N.J.

IRAN—Dr. Karim Mottahedan, representing M.A. Mottahedan & Bros., Serai Sina, Tehran, interested in **importing agricultural chemicals, chemicals, paints and drugs** on an exclusive basis. Scheduled to arrive in August via New York. U.S. address: Iran Overseas Corp., 154 Nassau Street, New York, N.Y. Itinerary: New York, Philadelphia.

KUWAIT—Jawad Awad Al Wadni, representing Kazima Trading Company, Jawharat Al Khaleej Bldg., Fahad Street, Kuwait, P.O. Box 1407, interested in **air conditioners, home appliances, water coolers, and tires** and also contracting **construction** firm of international experience which are interested to operate **in Kuwait.** Scheduled to arrive between August 15-20 via New York for a 5-week visit. U.S. address: Dept. of Commerce Field Office, 61st Floor, Empire State Building, 350 Fifth Ave., New York, N.Y. Itinerary: New York, San Francisco.

PERU—Arturo Forlong Cornelio, representing Corporacion Peruana del Santa (Peruvian steel mill), Chimbote, interested in contacting U.S. manufacturers of **diesel electric locomotives.** Scheduled to arrive August 15 via Miami for a 2-month visit. U.S. Address: Dept. of Commerce Field Office, 408 Ainsley Bldg., 14 NE. First Avenue, Miami, Fla. Itinerary: Washington, D.C.

SIERRA LEONE—Mr. S. H. Robbin-Coker, representing Robbin-Coker's Pharmacy, 1350 Kissy Road, Freetown, interested in **importing drugs and cosmetics.** Scheduled to arrive August 26 for a month visit. U.S. address: c/o Sierra Leone Consulate General, 30 East 42nd St., New York, N.Y. Itinerary: New York.

El Salvador wants to buy Francis hydraulic turbine

The Hydro-Electric Commission of Rio Lempa, El Salvador requests the submission of qualifications by companies interested in furnishing one Francis type hydraulic turbine, 18,000 Kw. and one 18,000 Kw. generator with auxiliary equipment. Applications to bid under Tender No. 170 must be submitted to the Commission before September 30.

Companies selected for an opportunity to bid will receive complete specifications, bids will be opened on October 1, in the Office of the Commission in Rio Lempa, El Salvador.

Malaya will install steam-generating plant

The Central Electricity Board, Kuala Lumpur, Malaya, is inviting tenders for the supply and installation of steam-generating plant and ancillary equipment for the steam power station at Prai, North Malaya.

The plant will include two 300,000 lb. per hr. oil-fired boiler units, 925 p.s.i.g. and 925° f. complete with economisers, air preheaters, draught plant. Also hp. and lp. pipework feed pumps, storage tanks, feed water treatment plant, laboratory equipment, fire fighting equipment. Financing will be from I.B.R.D. sources.

Tender documents are available from Messrs. Preece, Cardew and Rider, 8, 10 and 12, Queen Ann's Gate, Westminster, London, SW. 2. (reference, Contract No. 1388/10) upon payment of $70.00, non-refundable and $8.40 for additional copies. Bids close October 31.

A brief description of the work is available to firms located in the United States from the Power and Electrical Equipment Division, Rm. 4124, Department of Commerce, Washington, D.C. 20230.

Bombay extends bid deadline on slaughterhouse equipment

The Municipal Commissioner, Bombay Municipal Corporation, Bombay 1, India has extended the bid deadline from August 21 to September 25 for the supply and installation of machinery and electrical equipment for a slaughter house in Deonar, a suburb of Bombay (INTERNATIONAL COMMERCE July 22 page 35).

A copy of the specifications is available on a short term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division BDSA, Room 4022, U.S. Department of Commerce, Washington, D.C. 20230. (WOrth 7-5589).

Iran requests tenders for power sprayers

The Sugar Factories Co., a Government agency of Iran, desires to purchase 150 units of frame-mounted power sprayers with two carrying handles.

The closing date for submission of bids is September 21.

A copy of the general conditions and specifications may be obtained by firms located in the United States from the ACME Division, BDSA, Rm. 4025, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4319).

Electron tubes needed by Australian government

The Commonwealth of Australia is soliciting bids on various quantities of special purpose electron tubes detailed in tender file #63/9260.

The tender closes 3:00 P.M. October 10, 1963.

Copies may be obtained from the Controller, Stores and Contracts, P.M.G.'s Dept., 7th Fl., 114 Russell St., Melbourne, Victoria, Australia.

A copy is available for inspection in the Electronics Division, Rm. 4117, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4035).

New Books and Reports

***Looking Ahead—Prospects of India's Economy and Trade in 1981.* National Council of Applied Economic Research, Delhi Press, New Delhi, April 1962. 102pp., 6 Rs. ($1.26).**

A more than doubling of the per capita income in the next 20 years is visualized in this brochure. Besides indicating the path along which India's economy is likely to move during the next 20 years, it forecasts a vastly changed structure of the economy for 1981. It estimates the magnitude of domestic saving and the levels of investment required for each of the coming 4 Five-Year Plan periods and concludes that India will not have to depend upon foreign aid by the end of the Fifth Plan, and that somewhere by the middle of the Sixth Plan period, India's economy would reach the so-called take-off stage. Unemployment will have ceased to be the major problem that it now is.

The study forecasts that consumption levels would be doubled by 1981 compared to 1961, that the economy will have a marginal propensity to save of the order of 35% and that the average rate of saving in the period 1976 to 1981 would be 21%. **C.H.**

***Exporters' Handbook*. Published by the National Bank of Toledo. 19pp. Free.**

An informal introduction to exporting, prepared by a bank to acquaint its clients with some of the facts of international trade. The National Bank of Toledo also publishes a periodical digest of intelligence and opinions on foreign trade for clients and friends. Write the National Bank of Toledo, Toledo 3, Ohio.

***Japanese Industry '62*. illus. Published by the Foreign Capital Research Society of the Bank of Japan. 156pp. Free.**

A booklet containing thumbnail sketches of the performance of Japan's 17 leading industries during 1962. A limited number of free copies are available from the Bank of Japan Representative Office, One Chase Manhattan Plaza, New York 5, N.Y. Tel: BO 9-6566.

***Diplomat's Annual-1963*. Published by the Diprepu Press. London, 1963. 144pp. $4.20.**

An annual reference book on the London Diplomatic and Consular Corps, containing lists of trade representatives of all nations maintaining diplomatic relations with Great Britain, international organizations, and members of the diplomatic and consular corps. Order from the Diplomatic Press and Publishing Company (Diprepu Co., Ltd.), 13, Cotswold Gardens, London, N.W. 2.

***Social and Economic Frontiers in Latin America (2d ed).* By Dr. Harry Stark. William C. Brown Company, Dubuque, Iowa, 1963. 427 pp. $7.25.**

A textual treatment by a University of Miami economics professor, this book contains much informative background data on Latin America.

The author arrives at several conclusions that are likely to be disputed, such as that the only really workable solution to the area's ills is to turn over its development to private foreign investors and remove all restrictions on foreign business. He also advocates the repeal of Latin American social and labor legislation as conducive to the proper climate for attracting foreign capital.

The publisher's address is 135 South Locust Street, Dubuque, Iowa. **McD.**

***Revised Tariff Schedules of the U.S.* Washington, August 1963. $5.**

Christian A. Herter, the President's Special Representative for Trade Negotiations, has announced that the revised Tariff Schedules of the U.S. are slated to become effective on August 31, 1963.

The Tariff Schedules will take effect 10 days after a Presidential Proclamation of the new nomenclature and rates contained in them.

The new Tariff Schedules are designated to simplify the determination and application of U.S. import duties. They will thus benefit domestic producers, who will have more dependable knowledge of the rates of duty applying to the types of products they buy and sell. They will also benefit importers and consumers.

The new schedules have been approved by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT) and by the countries with which the U.S. still maintains bilateral trade agreements.

The schedules, annotated for statistical purposes, are on sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at a subscription price of $5 ($1.25 additional for foreign mailing). The subscription price includes supplementary material for an indefinite period.

***The EEC Reports On Tax Harmonization*. An Unofficial Translation prepared by Dr. Hugh Thurston, International Bureau of Fiscal Documentation, Amsterdam 1963. Herengracht 196, Amsterdam C, the Netherlands. 203 pages. $11.50.**

This work is an English translation of a report published in 1962 by the EEC Commission concerning the various possibilities for harmonization of EEC turnover taxes and the Report of the EEC Fiscal and Financial Committee (the so-called Neumark Report) published earlier.

The first Report discusses various proposals for EEC turnover tax harmonization from a technical point of view while the second involves itself in an exposition of the disparities arising from the differing tax systems of the Member Countries. **F.L.**

***New England Manufacturers and European Investments*. (Research Report No. 23.) 1963. Federal Reserve Bank of Boston, Boston, Mass. 46pp. Free.**

This pilot research report analyzes the international comparative advantage of New England's manufacturing sector from data obtained by personal interviews with top management of twenty New England manufacturers who initiated or expanded investments in the United Kingdom or European Common Market countries during 1958-59.

***Transport In The Common Market: Political and Economic Planning*. London, July 1963. 85 cents.**

As the EEC Council has yet to act upon a pending draft action program implementing a common transport policy, this booklet by the British research organization PEP (Political and Economic Planning) comes as a timely publication. It reviews road and rail transport in the EEC with emphasis on policies affecting the transport of goods.

It can be purchased in the U.S. for 85¢ from CED, 711 Fifth Avenue, New York 22, N.Y.

***Japan's Trade Liberalization and American Exports*. 1963. U.S.-Japan Trade Council, 1000 Conn. Ave., NW., Washington 6, DC. 10pp. Free.**

Describes Japan's gradual liberalization of trade since 1960, the sharp increase in U.S. exports of specific products since 1961, Japan's recent trade liberalization measures.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—70:954/5

Calendar
for international traders

August

20—Luncheon Meeting. International Executives Assn. Hotel Statler-Hilton, **New York, N.Y.**

27-30—1963 Association for Computing Machinery National Conference and International Data Processing Exhibit. Denver-Hilton Hotel. **Denver, Colo.**

September

9—Michiana World Trade Club Meeting. **South Bend, Indiana.**

10—Terminal Report of the U.S. Trade Mission to France. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce Chicago Field Office.

10—Export Expansion Conference, **San Antonio, Texas.** Sponsor: Regional Export Expansion Council.

12—Regular Luncheon Meeting. International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

14-22—Eastern States Exposition and International Fair, **West Springfield, Mass.**

15-19—American Mining Congress and Convention. Biltmore Hotel, **Los Angeles, Calif.** Commerce Speaker (Sept. 16): Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Business.

16—International Affairs Assn. Univ. of Pennsylvania, **Philadelphia, Pa.**

16—American Mining Congress, **Los Angeles, Cal.** Commerce Speaker: Dr. Jack N. Behrman, Asst. Secretary of Commerce for Domestic and International Business.

16-20—International Management Congress, **New York, N.Y.** Sponsor: Council for International Progress in Management.

18—International Trade Conference. Lincoln Hotel, **Sterling, Ill.** Sponsor: Industrial Council of the Sterling Chamber of Commerce.

19-30—Houston International Trade and Travel Fair, Sam Houston Coliseum, **Houston, Tex.**

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

23-26—American Society of Association Executives Annual Convention, Adolphus Hotel, **Dallas, Tex.**

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